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NEWS X-RAY

"Surprise" secession of International Fur & Leather Workers Union from CIO not such a surprise as calculated. L&S mentioned several weeks ago IFLWU and other leftist unions, already expelled from CIO, planning to get together in near future. IFLWU merely jumped gun on scheduled June 6 hearing when it was due to get "heave-ho" from CIO.

CIO itself apparently prepared for Atlantic City secession of IFLWU, has already launched campaign in Peabody-Salem-Danvers (Mass.) area—one of IFLWU's ancient strongholds—to win leather workers away from Communist-led union. If CIO succeeds in this drive, which should develop into bitter battle, it will have taken another big step in winning support of nation's leather workers. Close to 5000 workers employed in Peabody, etc., areas.

Anything can happen now that CIO has declared itself. Phil Murray will have tougher job than with United Electrical Workers where leadership was split even before UEW was thrown out of CIO. Ben Gold, despite an avowed Communist Party member, has little or no opposition as head of IFLWU.

Campaign may develop into fight to finish when CIO attempts to sign up Peabody leather workers and petition for NLRB bargaining agent election. IFLWU is experienced in fighting off opposition, will spare no efforts to thwart CIO.

Latter banking on fact that Gold's strongest following is among New York City fur workers rather than nation's leather workers. Murray feels leather workers will grab at opportunity to throw off IFLWU yoke but it won't be easy. Tanners are caught in the middle anyways, can do much to help rightwing forces rather than playing possum.

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Number of leather and leather products manufacturers in operation may be declining in recent years, according to study by Office of Business Economics, Dept. of Commerce. Peak apparently reached in March 1947 when some 6900 firms were operating. One year later, this had fallen off to 6700 firms. OBE's latest figures are for March 1949.

Comparative study shows 5300 at work in March 1945, rising to 6400 in March 1947. These are minimum figures, however—compiled by Social Security Administration's Bureau of Old Age and Survivors Insurance for specific use of Bureau alone. Reasonable to assume that more firms have gone out of business rather than in business since March 1948.

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Ruling by Tax Court of U. S. that C. F. Mueller Company is not entitled to exemption from federal taxes despite fact that its earnings go to New York University may affect other university-owned corporations. New York University also owns Howes Leather Co., Boston sole leather tanners.

C. F. Mueller, well-known macaroni company, contended it was entitled to tax exemptions because none of its earnings go to private stockholders but to law school of NYU. University is in tax exempt class.

• •

Export of leather and leather manufactures by air gaining steadily. Commerce Dept. reports sales rose from $1,321,000 in 1946 to $2,279,000 in 1947, still higher in past two years. On the other hand, value of leather imports brought in by air declined from $3,754,000 in 1946 to $1,181,000 for 1947. Latter figures should rise appreciably in near future under ECA spurs on imports and proposed tariff reductions this Sept.

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Some Washington observers predicting that the successor to the Marshall Plan in a few years may be the so-called Gray Plan. Former Army Secretary Gordon Gray left the presidency of North Carolina University to help President Truman work up a new "global blue print" to follow the ECA after it ends in 1952.

Insiders say a vast new project being cooked up—one which will literally dwarf the Marshall Plan. Gray Plan will place even greater emphasis than Marshall Plan upon promotion of American purchases of European imports. Details still largely secret but will be revealed piece by piece in coming months.

• •

Employment yardstick of the Federal Reserve System, known as "man-hours in industry," shows that leather and shoe industry for March 1950 had a rating of 2.1% more such man-hours than Sept. 1949 and a 2.2% increase of July 1949. March standing, however, was 3.9% lower than in Sept. 1948, the peak.

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Sales of shoe chain stores and mail order houses rose to $79 million in April, a gain of some $14 million over March but still $11 million under April 1949. Figures compiled by Office of Business Economics.

Decline from April of last year not altogether significant since Easter fell a week earlier this year and much of Easter shoe sales were absorbed by March. More significant will be total sales for first four months. Good indication of sales trend will be seen in figures for first six months of 1950.

• •

United Shoe Workers of America reported girding for battle with Communist forces within union at annual convention in Oct. Union recognizes existence of leftist block, has taken no official stand against it to date. However, USWA was vehement in disavowal of May Day parade and participation by New York City locals. If union leaders are sincere in going after Commies, they must change USWA constitution as did national CIO last year. Prospect is for battle royal come Oct.

EDITORIAL

Labor's Stake In The Making of Profits

RIGHT at the start of this editorial we'd like to make one point emphatic: We stand firmly in favor of continually rising wages for labor—in favor of a constantly rising standard of living and purchasing power in the hands of the U. S. labor force. We believe that such a rising income soundly underwrites a continuously mounting prosperity for the nation.

Now, it's management's job to see that the company makes a profit so that the company may expand, create reserves, and pay a higher income to its employes. However, while labor keeps its hands off the making of a company profit, it lays both hands on the profits in demanding increased wages, pensions, and a variety of other benefits. This simmers down to an ironical paradox: while labor has a definite stake in company profits, its concrete efforts to see that the company makes a profit is often open to question.

The labor unions in the shoe and leather industry must face one harsh but realistic fact. While profits in 1949 for all manufacturing industries combined averaged about six cents on the sales dollar, they amounted to only half of that for the shoe manufacturing industry, and only one percent for the tanning industry. Many tanners have been operating at a loss, while for others operations have been virtually profitless. And by now the shoe industry unions should be familiar with the grim fact that in an average or "normal" year, 50 percent of all shoe manufacturers operate without profit or at a deficit.

Here it's important to repeat: Any rising standard of income for labor must come out of profits—out of the prosperity of a company. If profits are negligible, or if there are no profits, then there is little chance that increased wages or rising income can be realized.

Very pertinent is what Theodore Roosevelt once said about this: "I hold it to be our duty to see that the wage-earner, the small producer, the ordinary consumer, shall get their fair share of the benefit of business prosperity. But it either is or ought to be evident to everyone that business has to prosper before anybody can get any benefit from it."

If labor will take a more realistic approach to the subject of business profits, it will take a more realistic approach to increased income. If we take out all the money paid to people outside the business—to suppliers, raw materials, creditors, taxes, etc.—labor gets practically all the rest. After all these obligations are paid to "outsiders," labor gets 93 cents of every dollar, while the shareholders of the company get two cents and a nickel is left in the form of profits for the company. It's interesting to note that if *all* the profits of industry were distributed to labor in the form of increased wages, the wage increase would amount to only four percent per worker.

Actually, higher wages can come from only two sources: higher prices, or increased productivity. To raise prices would be absurd, for wage increases would be nullified in value of purchasing power. The logical source is higher productivity which converts itself into lower costs and higher profits—out of which comes wage increases.

In our industry, as in most, we have not seen a rise in productivity anywhere near that needed to warrant the wholesome wage increases that have been received, and that everyone would like to see given. For example, in the shoe industry in 1939, some 215,000 shoe workers produced 424,000,000 pairs of shoes; in 1949, 226,000 workers produced 455,000,000 pairs. Thus, today it takes about the same number of workers to produce the same pairs of shoes per worker.

But despite this static condition of productivity, wages in the shoe industry have risen *over 100 percent.*

Now, how was it possible to increase these wages over 100 percent when labor costs per pair were relatively as much in 1949 as in 1939? Higher shoe prices, of course. In 1939, average factory value per pair was $1.68; in 1949 it was $3.49—a rise of $1.81, about equivalent to the rise in shoe factory wages.

The same goes for practically all products on the market today. The point is this: what has the worker gained? If he must pay twice as much for his shoes, then he is only slightly better off than a decade ago. But supposing there had been a substantial rise in productivity (the increase is supposed to average 2-3 percent a year). The labor cost of making a pair of shoes would have in 1949 been reduced 20-30 percent as compared with 1939. Shoe prices would have been correspondingly lower. Thus, the increased wages received by labor would have had 20-30 percent more *real* purchasing power.

See, for example, what happened in the rayon industry. Between 1929 and 1941, worker productivity in this industry multiplied four times by technological progress. Rayon prices were enabled to be cut two-thirds. These lower prices resulted in a 600 percent increase in sales. But during this same period, wages increased two-thirds. Moreover, as a result of increased productivity, lower costs and prices and higher sales, the industry employed one-third more workers.

Here was the traditional American model of teamwork between private enterprise and a rising standard of living. And it all rested on the foundation of increased productivity which was converted into increased wages which could buy more goods at lower prices.

Labor has a positive stake in the *making* of company profits as well as in the taking. We cannot take from a source that does not exist. There is no meat on an emaciated carcass. All hands have a stake in fattening the calf.

Everyone is familiar with the decline in the production of sole leather as a result of the inroads made by synthetics. The closing of sole leather plants meant men thrown out of work—men which could not be absorbed by other leather plants. One reason why synthetics gained such a strong foothold was their lower price. Substantially increased productivity could have helped lower the price of sole leather and given it a better competitive status. It might have prevented some of the tannery closings or part-time operations, and thus saved jobs. Instead, the wounded bird was plucked clean.

If management in our industry is to make the profits out of which increased wages will come, then labor must cooperate with management in a forthright, concrete way to see that profits are earned. That's teamwork. That's how pennants are won. And all hands on a pennant-winning team share alike in the winnings.

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NEWS

General Shoe Corp. May Take Over Douglas

Deal depends upon stockholders' OK at June 27 meeting. Douglas stockholders will receive General Shoe common stock valued at one million dollars.

A new solution to the long-drawn problems of W. L. Douglas Shoe Co. appeared imminent this week with the announcement that General Shoe Corp., Nashville, Tenn., will take over Douglas if the latter firm's stockholders approve a plan already sanctioned by directors of both companies.

Confirming rumors that have persisted for the past few months, Maxey Jarman, chairman and chief executive of General Shoe Corp., said that approval by Douglas stockholders at a meeting on June 27 would mean that General would acquire control of the consolidated company with Douglas stockholders receiving General Shoe common stock.

Although the consideration involved was not disclosed by Mr. Jarman, it was learned from reliable sources that the deal involved approximately 32,000 shares of General Shoe common stock. At current market quotations, this stock would have an approximate value of one million dollars.

Technically the deal will effect consolidation of Douglas, a Massachusetts-chartered corporation, with the Arthur Million Co., wholly-owned General Shoe subsidiary chartered in New York State. The consolidated company would first issue preferred General Shoe stock to Douglas stockholders. This would be convertible into General Shoe common on a share-for-share basis. All common stock would be owned by General Shoe.

Sales of Douglas, one of the oldest names in the American shoe industry, have ranged between five and 10 million dollars in recent years. The company has 64 retail stores throughout the East plus a large wholesale business.

General Shoe Corp., founded in 1924 as Jarman Shoe Co., is one of the country's largest shoe manufacturers, boasting 26 manufacturing plants in Tennessee, Kentucky, Alabama, Georgia, Michigan, Mexico and Peru. The firm is also a participating partner in a Jerusalem plant where operations are beginning. Total volume of business last year exceeded $96 million.

If the deal is consummated, as appears likely, General Shoe will shortly launch plans for operation of Douglas plants, its 64 stores and other properties, Jarman said.

Schnitzer Sees Reduced World Shoe Trade Ahead

Although world production and consumption of leather footwear is expected to expand slowly, existing conditions point to a growing decline in international shoe trade in the near future.

This is the opinion of Julius G. Schnitzer, chief of the textile and leather branch, Dept. of Commerce. In an article appearing in the May 29 issue of *Foreign Commerce Weekly*, Schnitzer said that world supplies of leather footwear should keep pace with the expected gradual increase in per capita consumption, thus reducing the volume of international trade and creating keener competition in world markets.

World War II and postwar relief deliveries throughout the world accelerated production and use of leather shoes, the OIT director reported. As a result, most manufacturers have increased their output. In some countries where local requirements were formerly met by imports, local supplies have now increased so that small quantities are available for export.

Schnitzer estimated 1949 world production of all types of leather footwear at approximately 1,200,000,000 pairs, a gain of 17 percent over 1940 output and 35 percent over 1930. North America leads in production and consumption, accounting for some 43 percent of total world output in 1949. The continent's per capita production in 1949 exceeded 2½ pairs, or more than 2½ times greater than per capita production rate in Europe.

The greatest rate of increase in leather footwear output during 1930-49—a gain of 120 percent—was recorded by South America. Asia and Oceania ranked next with a combined gain of 98 percent, while Africa gained over 90 percent. North America increased 56½ percent but European production increased only about three percent.

World per capita output of leather footwear advanced from .47 pair in 1930 to .48 in 1940 and .50 in 1949. Only a small gain in per capita use of leather footwear throughout the world would result in a substantial increase in total demand, Schnitzer said.

IFLWU Quits CIO; Orders Officers Sign Taft Oath

Beating the Congress of Industrial Organizations to the punch, International Fur and Leather Workers Union has voted to withdraw as a member of the CIO. The action took place at IFLWU's annual convention held last week in Atlantic City, N. J.

By its "resignation" from the CIO, the union forestalled possible expulsion next month when it was scheduled to face CIO charges of following the Communist party line in opposition to national CIO policy.

In the withdrawal resolution voted almost unanimously by 450 convention delegates, IFLWU attacked CIO charges as "false, dishonest and fraudulent." It termed "the kangaroo hearing set by CIO officials as a deliberate sham and hypocritical attempt to perpetuate a colossal swindle not only on the members of our union but also upon all members of the CIO and the entire labor movement."

Immediately following the vote for "independence," Ben Gold, re-elected to his eighth two-year term as IFLWU

president, ordered all national officers to comply with the Taft-Hartley law by signing non-Communist affadavits "as soon as practical and possible." The action will qualify the union for services of the National Labor Relations Board in all labor negotiations.

Despite Gold's order, a convention resolution denounced Taft-Hartley and called the Supreme Court decision upholding the non-Communist oath as "tragic." It also charged CIO and AFL leaders with using the law "to break strikes, to destroy unions, and to deprive workers of their collective bargaining rights."

Although Gold did not report on further plans for the union, he said that "anything can happen in two years," referring to his election to another two-year term. Gold is the only avowed Communist who is president of a U. S. labor union.

Irving Potash, vice president of the union and one of 11 Communist Party members recently convicted of conspiring against the U. S. Govt., said he was not a candidate for reelection.

Graduating Class At Pratt

. . . graduating this June from the School of Leather and Tanning Technology at Pratt Institute, Brooklyn, N. Y., are: left to right, 1st row, Donald Jacobson, Russell Hockridge, Everett Cole, Gerald Phinney, Jack Labovitz, Richard Dougherty, Robert Pierce; 2nd row, Fikret Sanac, Erwin Berman, Manuel Guerreiro, Leo Marrs. Jaime Trevino, Theodore Baltas, John Shepard, Walter Moser, Lorne Rayfield, and David Schaff; 3rd row, Prescott Downer, Jacques Daoust, Howard Siegman, George Lincoln, G. Arthur Brown, member of the staff, Ricardo Ruffo, A. W. Goetz, director, Frank Sweeney, Robert Empting, Stanley Scesney, and William Avery. Sanford Arenberg is not shown. While most students are already placed, several are still available for interviews.

Army Seeks Tropical Boots

The New York Quartermaster Procurement Agency has issued Invitation to Bid QM-30-280-50-961 covering a total of 21,144 pairs of tropical combat boots. Bids will be opened at 3:30 p.m., June 12, with delivery scheduled at 9996 pairs in Jan., 1951; and 11,148 pairs in Feb. Acceleration of delivery is desired.

Endicott-Johnson Corp., Endicott, N. Y., has been awarded contract on QM-30-280-50-732 covering a total of 7068 pairs of shoes with safety toe and oil resistant sole (overseas and domestic pack). Award was made on the basis of 4992 pairs at $6.53 per pair and 2076 pairs at $6.58 per pair.

ECA Seeks Leather Bids

The ECA Office of Small Business is seeking bids from U. S. tanners or leather dealers to supply Austria with $100,000 worth of various types of leather. Procurement Authorization calls for the following leathers: rindbox, box calf, suede kid, leather lining (sheep, goat, calf), patent leather, upper leather, chevreaux, chevrette, suede and pigskin.

Only flawless assortments suitable for quality shoe and leather article manufacture will be considered, according to the ECA. Offers and samples must be submitted not later than 2:00 p.m. (Vienna time) June 12 to the Central ERP office, Kanslerstelle, Hobenstaufengasse 3, Vienna 1. The sealed envelope should be marked "Offert leder antorization 31-480-00-6253."

Names of manufacturers must be indicated and prices quoted f.a.s. U. S. port. Delivery is scheduled for the end of Aug. with partial deliveries as soon as possible.

Extend Learner Permits

Temporary certificates authorizing the employment of shoe learners at sub-minimum wage rates have been extended for three months—from May 25 to Aug. 25—by the Wage and Hour Division of the Labor Dept. The ruling allows individual shoe manufacturers already granted learner certificates to pay learners less than the 75-cent per hour federal minimum wage during a training period of three months.

Certificates issued early this year to some 400 manufacturers were due to expire on May 25. Under the extension, manufacturers may continue to pay learners not less than 65 cents hourly for their first 240 hours and 70 cents hourly for the remaining 240 hours.

Wage and Hour Administrator William R. McComb advised Secretary of Labor Maurice J. Tobin that the extension was ordered because "it is still necessary to permit such employment at sub-minimum wages to prevent curtailment of job opportunities." Public hearings on the matter were recently concluded in Washington and a 2000-page record is now being reviewed. McComb said he will render a final decision before Aug. 25.

5-Month Shoe Output Up 3.1%—TC Says

Shoe production for the first five months of the year will total approximately 197,579,000 pairs, a gain of 3.1 percent over the 191,552,000 pairs turned out in the same period a year ago, the Tanners' Council estimates.

Total figures are based upon the Council's estimate of 35,098,000 pairs produced in May and 37,400,000 pairs in April. May output was 2.6 percent greater than in May 1949 while April production about equaled output of 37,626,000 pairs listed for April a year ago.

A breakdown for the first four months through April shows misses' and children's shoes with the largest percentage gain over last year (7.2 percent) and women's shoes up 5.4 percent. Men's shoes were the only type to show a substantial decline from last year (3.3 percent). Following are comparative figures.

	1950	1949	% Change
Men's shoes	33,288	34,419	—3.3
Youths' and boys'	4,900	4,908	—0.2
Women's shoes	75,647	71,802	+5.4
Misses' and children's	21,004	19,587	+7.2
Infants' and babies'	13,523	13,366	+1.2
All others (slippers, etc.)	13,217	12,372	+6.8
Total	161,579	156,454	+3.3

Census Finds Fewer Shoe Retail Stores Than 1939

Although there are now only about 19,560 retail shoe stores operating in the U. S. (some 900 less than a decade ago), they are doing about $851,-159,000 more sales business annually, the Census Bureau of the Commerce Dept. reports.

Latest figures are based upon the 1950 preliminary study of the 1948 Census of Business, as compared to the 1939 Census. The survey also shows that there were some 66,257 paid employes in retail shoe stores in 1939 as against 73,680 in 1949, a gain of 7,423 employes.

Sales and receipts were listed as $1,468,223,000 in 1948 against $617,-064,000 in 1939.

The study also shows that there were 759 luggage and leather goods retailers in 1939 compared to 3028 in 1948. Sales volume in 1948 totaled $69,040,000 against $19,345,-000 in 1939. Paid workers in 1948 totaled 3759 compared with a total of 2012 in 1939.

Shoe, Leather Employment Falls 19% In April

Employment in the leather and shoe manufacturing industry, after remaining stable at 396,000 workers from Feb. to March, 1950, fell sharply to 377,000 in April, a drop of 19 percent, according to the Dept. of Labor. There were 389,000 workers employed in the industry in April 1949.

Actual production workers totaled 357,000 in Feb. and March and 339,000 in April, a drop of 18 percent. Production worker total last April was 348,000.

Average hourly earnings in April amounted to $1.163, equal to March earnings, despite the fact that average weekly hours worked shrank from 37.9 to an even 36. Average weekly earnings dropped off sharply from $44.08 in March to $41.87 in April.

Commenting upon the fact that average hourly earnings remained unchanged on the average, the Dept. of Labor said that "A decline in the footwear industry was offset by increases in other segments of the group."

A House of Another Color

Tanners in the Danversport section of Danvers, Mass., are facing a strange new dilemma which has nothing to do with the high price of hides and skins. Householders in the area have complained to police that the paints of their houses nearby are mysteriously changing color.

Regardless of what color first adorned the houses, some are changing slowly to a smoky gray and others to a brownish black. Paint experts say that acids or other chemicals draining into Crane's river from the tanneries set up a reaction which changes the color of the housepaint. Tanners claim it's only their profits being "squeezed" into the river by today's high costs.

Name Kronen TC Secretary

Leif C. Kronen, assistant to the vice president of the Tanners' Council, has been elected secretary of the organization. He will succeed J. Louis Nelson, well-known Council secretary for the past 18 years, who is retiring on Oct. 1. Kronen has been with the Council during the past three years.

Table 3—PRODUCTION, BY KIND OF FOOTWEAR JANUARY-MARCH, 1950 (Thousands of Pairs)

Kind of Footwear	Production			Cumulative totals January-March	
	March 1950 (preliminary)	February 1950 (revised)	March 1949	1950	1949
SHOES AND SLIPPERS, TOTAL	46,224	39,259	44,818	124,179	118,828
Men's, total	10,417	8,812	10,709	28,152	29,241
Dress	6,847	5,815	7,133	18,522	19,232
Work	2,446	2,075	2,393	6,710	7,028
Athletic	225	206	205	610	577
Slippers (housewear)	747	599	801	1,923	1,974
Sandals and playshoes	114	92	144	305	339
All other	38	25	33	82	91
Youths' and boys', total	1,434	1,251	1,462	3,936	3,796
Dress	1,289	1,138	1,329	3,564	3,429
Work	78	53	69	192	207
Athletic	4	3	9	9	17
Slippers (housewear)	42	33	36	105	88
Sandals, playshoes, and other	21	24	19	66	55
Women's, total	24,263	20,229	22,571	63,915	58,936
Dress	14,585	12,608	13,850	39,409	36,413
Work	217	197	257	638	729
Athletic	35	36	42	103	121
Slippers (housewear)	1,751	1,393	1,669	4,463	4,286
Sandals and playshoes	7,562	5,904	6,665	19,000	17,154
All other	113	91	88	302	233
Misses', total	3,226	2,892	3,162	8,999	8,400
Dress and work	2,371	2,150	2,434	6,815	6,576
Slippers (housewear)	211	172	145	534	398
Sandals and playshoes	575	511	534	1,462	1,298
All other, including athletic	69	59	49	188	128
Children's, total	3,161	2,771	2,987	8,645	8,010
Dress	2,219	2,034	2,148	6,340	5,985
Slippers (housewear)	298	274	280	774	684
Sandals and playshoes	598	414	517	1,389	1,232
All other, including athletic	46	49	42	142	109
Infants', total	2,465	2,209	2,536	7,031	6,769
Dress	2,118	1,910	2,070	6,076	5,617
Slippers (housewear)	76	55	98	220	215
Sandals, playshoes, and other	271	244	368	735	937
Babies', total	1,258	1,095	1,391	3,501	3,676
Dress	1,183	1,016	1,289	3,256	3,399
Slippers and sandals	75	79	102	245	277

Coming EVENTS

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

June 12-17, 1950 — National Luggage and Leather Goods Week. Sponsored by National Assn. of Luggage and Leather Foremen's Assn. Hotel Commodore, New York.

June 17-21, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

July 9-12, 1950—45th Annual Convention of Shoe Service Institute of America. Congress Hotel, Chicago, Ill.

Southland Hotels, Dallas, Tex.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

Aug. 21-25, 1950—National Luggage and Leather Goods Show, sponsored by Luggage & Leather Goods Manufacturers of America, Inc. Palmer House, Chicago, Ill.

Sept. 5-7, 1950—Allied Shoe Products & Style Exhibit for Spring. Hotel Belmont-Plaza, New York City.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 15-18, 1950—First joint convention for tanners, shoe manufacturers and retailers. Sponsored by Canadian Shoe Council. Quebec City, Canada.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by the Southwestern Shoe Travelers Assn. Adolphus, Baker and

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

New England Shoe Output Up 5.4% In March

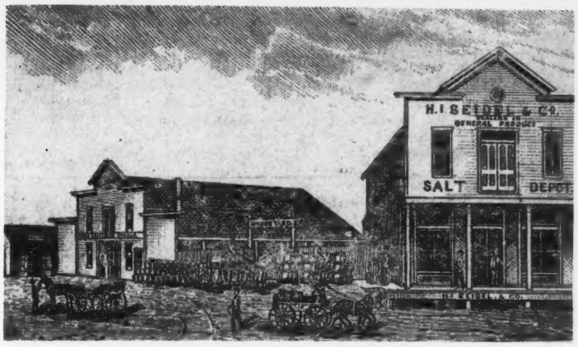
Shoe production in New England during March topped the nation's shoe producing centers with a total output of 15,701,000 pairs. This represented an increase of 5.4 percent over March 1949, the New England Shoe and Leather Assn. reports.

Total U. S. shoe output during the month was 46,224,000 pairs, a gain of three percent over March a year ago.

During the month, Massachusetts gained 2.7 percent in output, New Hampshire was up 5.5 percent and Maine gained 13.1 percent. Value of shoe shipments from these three New England states totaled $53,172,000 with a per pair average value of $3.37.

Massachusetts led all other states in shoe production in March with an output of 8,404,000 pairs while New York was next in line with 8,104,000 pairs. For the first three months of 1950, New England production totaled 41,497,000 pairs—a gain of 8.3 percent over the same period last year—as compared with an increase of 4.5 percent in total U. S. output for this period.

The New England shoe states produced 34 percent of all shoes made in the nation during the month of March.



Seidel's 60th

. . . pictured above is the original building, located in Eureka Springs, Ark., where Seidel & Co. first opened for business some 60 years back. This year, Ben W. Seidel celebrates the 60th anniversary of the hide and skin business which his father, H. I. Seidel, launched back in 1890.

Army Wants Tan Oxfords

The New York Quartermaster Procurement Agency has issued QM-30-280-50-964 calling for shoe manufacturers' bids on a total of 1300 pairs of tan oxfords. Bids will be opened at 3:00 p.m., June 6 at the New York office with delivery scheduled on or before Sept. 30, 1950. Acceleration of deliveries is desirable. Procurement is for Army test purposes.

USMC Trial Resumes June 12

Federal Judge Charles E. Wyzanski, Jr., has set June 12 as date for resumption of trial in the Govt.'s anti-trust suit against United Shoe Machinery Corp. The Govt. is charg-

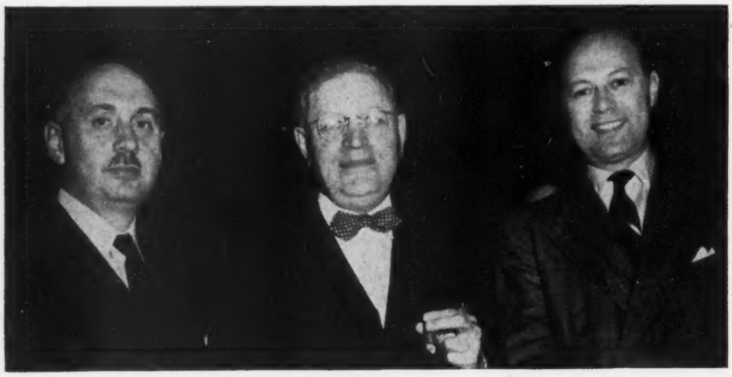
ing USMC with monopolizing the shoe machinery field.

During the past week, Judge Wyzanski visited the United Shoe plant and research buildings in Beverly, Mass., as well as the Geo. E. Keith Co., Chas. A. Eaton Co., Lissak & Co., and Berco Shoe Co., Inc., plants in Brockton in order to study various shoemaking processes.

Starting with June 12, the Justice Dept. will present its complete case against USMC. Trial will then be recessed until Fall when United Shoe will sum up its defense.

France Raises 1950 U. S. Calfskin Quota

The French Govt. has allocated another 500 tons of calfskins for export to the U. S. during the last six months of 1950, according to the Office of International Trade. The boost raises the 1950 French calfskin export quota to the U. S. to a total of 1500 tons. It had originally been set at 1000 tons.



World-wide Flavor at TC Meeting

. . . talking over the international hide and skin situation at Tanners' Council Spring Meeting are, left to right: Emery I. Huvos, Geilich Tanning Co. hide buyer, who recently returned from India and Pakistan; A. J. Merker, A. C. Lawrence Leather Co. hide buyer, and Andrew Vigodny of West Coast Tanneries, Ltd., England.

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS

(In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag Case, Strap	Upholstery	All Others**
1939	22095	7833	12124	531	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949	23332	6384	13753	759	227	674	461	1074
1950—								
Jan.	1880	492	1124	50	14	60	48	92
Feb.	1955	528	1152	52	15	62	50	96
Mar.	2115	585	1229	54	17	69	53	108

**Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS

(In 1,000 hides)

			Sheep Leathers				
	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Glove, Garment	Shoe	Shearlings	All Others
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	15474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	36535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949	10173	34774	28644	8411	9998	4498	5737
1950—							
Jan.	927	3016	2193	552	815	338	488
Feb.	885	2960	2675	860	934	376	505
Mar.	902	3507	2257	834	858	870	495

DEATHS

Frederick I. Curtis

. . . president of Curtis, Stephens and Embry, Reading, Pa., children's shoe manufacturer, died May 25 in University Hospital, Philadelphia. He had been president of the firm for more than 20 years following the retirement of his father, Frederick W. Curtis, who founded the business under the name of Curtis and Jones Co. in 1882.

Curtis leaves his wife, Dorothy K.; two daughters, Mrs. Mary Haman and Mrs. Barbara Parker; three sons, Frederick W. Curtis II, Richard P., and Wendell R.; nine grandchildren, and two sisters, Mrs. Charlotte C. Rick and Miss R. A. Curtis.

Sidney L. Moore

. . . 52, retired New England shoe manufacturer, died May 28 at his home in Westwood, Mass., just 48 hours after his mother, Mrs. Hannah Moore, 85, died at a nursing home in Dedham, Mass. A native of Brockton, Moore was in the shoe manufacturing business for almost 40 years. He became head of the Rowen Moore Shoe Co., Calais and Skowhegan, Me., in 1923 and remained in this position until several years ago when he retired because of poor health. He leaves his wife; two sons, Sidney L. Moore, Jr., and William H. Moore; and a daughter, Mrs. Jean Cross.

Anderson Spickard

. . . 43, executive with General Shoe Corp., Nashville, Tenn., died when struck by lightning while playing golf at Belle Meade Country Club, Nashville. Spickard was assistant vice president and director of industrial relations. At the time of his death, he was playing in a foursome which included Henry Boyd, company president.

Carl F. Wischmeyer

. . . 51, superintendent with International Shoe Co., St. Louis, died in St. Louis May 22 of a heart attack. Wischmeyer began his career with International Shoe in Sept. 1917 at the Mullanphy St. plant in St. Louis. He was transferred from there to Sullivan, Mo., in 1921 and thence to El Dorado Springs, Mo., in 1945. He returned to St. Louis in 1948 as a field man for the Machinery and Power Dept. Survivors include his wife, Helen; and a daughter, Miss Martha J. Wischmeyer.

Roy H. Bourque

. . . 54, shoe machinery salesman and a former shoe manufacturer, died May 23 at his home in Haverhill, Mass. As a salesman of shoe machinery, he traveled throughout New England, New York and Pennsylvania. For 25 years, he was also co-owner of the Bourque Shoe Co., shoe manufacturer with plants in Haverhill, Methuen and Raymond, N. H. He was a veteran of World War I. Survivors include his wife, Katherine C.; a son, Roy, Jr.; a daughter, Claire; two brothers, Joseph C. and Marc H.; and a sister, Mrs. Arthur C. Doe.

PERSONNEL

▲ The following officers were elected at a recent meeting of the board of directors of Burk Bros., Philadelphia manufacturer of glazed kid and side leathers: **Aloysius L. Fitzpatrick,** chairman of the board; **Henry B. Fitzpatrick,** president; **Aloysius B. Fitzpatrick, Jr.,** vice president; **B. C. Carroll,** vice president in charge of sales; **R. J. McConnell,** treasurer; and **Henry S. Shaak,** secretary. All officers with the exception of Carroll are directors.

▲ **Bert Geller** has been named sales representative for the Central States by Andrew Geller Shoe Co., Brooklyn. Geller's offices will be located in Milwaukee.

▲ **Ellen P. Lockwood,** New York merchandising and publicity agent, has been named Eastern representative for Darling Baby Shoe Co., St. Louis. Her offices are located at 2 Sheridan Sq.

▲ **John Downey** has been appointed Eastern sales representative for Mr. Oomphies division of Oomphies, Inc., New York City. He will cover the Eastern states from Washington, D. C., through New England.

▲ **Ben Barnett** has been named metropolitan New York representative of the Lucerne Division of Viner Bros., Bangor, Me., manufacturer of men's and women's moccasins.

▲ Shoe foreman **Frank Pozzi** has left All-Time Footwear Co. and is now with Lynn Moccasin & Shoe Mfg. Co., Lynn, Mass. **Al Birner** is now making room foreman at Martin & Tickelis Shoe Co., Newburyport. **Ben Magnus** is superintendent at the firm. **Henry Starr** is now superintendent at Lissak Shoe Co., Brockton. **Louis Ricci** has left Mutual Shoe Co., Marlboro, Mass., and is now assistant superintendent at All-Time Footwear Co. in Manchester, N. H. **Max Zax** is now lasting room foreman with Quigley Shoe Co., North Abington, Mass. He was formerly with Sportwelt Shoe Co., Inc., North Easton, Mass.

▲ **William A. Shoppelry** has been named sales promotion manager for A. C. Lawrence Leather Co., Peabody.

▲ **C. J. Barnet, Jr.,** has been appointed sales representative in Ohio for Mid West Shoe Supplies Co., St. Louis, and Regano Box Toe Co., Haverhill, Mass.

▲ **Saul M. Silverstein,** president of Rogers Corp., Manchester, Conn., was recently tendered a surprise party by 100 employes in recognition of his 20 years of service with the company. Silverstein, who has headed the company since 1943, was presented with a pair of binoculars and a $100 government bond. Rogers manufactures a wide range of fibrous and plastic materials and services the shoe field with special fibrous materials for fabrication into midsoles, dutchmen, shanks and counters.

▲ **Carlos M. Elizondo,** general manager of Maquinaria Campeli, S. de R. R., Mexican dealers in machines and parts for the shoe and leather trade, is presently touring the U. S. on a business trip. He will visit tanneries, shoe factories, and manufacturers of machines in Chicago, Niagara, Boston, New York and Philadelphia. Elizondo is also founder and publishing editor of Calzado Y Teneria, technical magazine for the Mexican shoe and leather trade.

▲ **William McDonald** has been named superintendent of the Vandalia plant of Johnson, Stephens & Shinkle Shoe Co., St. Louis. He succeeds **Ross Mallory** who has become superintendent of the Mise Shoe Co. plant in Lebanon, O.

LABOR NEWS

Seek End of Laskin Strike

Efforts to end an "unauthorized" walkout of some 350 employes of J. Laskin & Sons Corp., Milwaukee sheep leather tanner, were continued this past week by officials of the company and United Leather Workers Union, AFL, worker bargaining agent. The workers walked out last week without warning, according to Myron Laskin, president.

Laskin reported that the union had promised to send the men back to work in time to process many thousands of dollars worth of sheepskins before they spoil. Supervisory workers and office workers have been helping out with the skins.

The strike occurred over a wage dispute after the union's contract with the company expired. The union is also reported to be seeking fringe benefits.

U. S. Rubber to Vote Plan

Stockholders of United States Rubber Co. will hold a special meeting in Passaic, N. J. on June 27 to vote on the adoption of a new retirement and disability allowance plan replacing the company's present plan. The company has had a pension plan in effect since 1917.

The new plan calls for a minimum pension of $100 monthly, including Social Security and other benefits for employes retiring at the age of 65 after 25 years of service. This minimum is scaled down at the rate of $4 per month for each year of service less than 25 to provide for a minimum pension of $80 after 20 years. The plan also provides for a minimum total disability pension of $60 monthly after 20 years, regardless of age.

Howard & Foster Votes BSAC

Production workers at Howard & Foster Co., Inc., Brockton shoe manufacturer, have voted 112-6 in favor of the Brotherhood of Shoe and Allied Craftsmen as their bargaining agent. The election was held by the NLRB and was requested by the union after the firm's recent reorganization.

Officials of Baxendale Cut Sole Co. in Brockton, have signed a contract with the BSAC. The new contract, in effect until March 1951, is approximately the same as that in effect between the BSCA cut solers and cut sole member firms of the Associated Shoe Industries.

Winslow Bros. Lays Off 125

Winslow Bros. and Smith Co. at Norwood, Mass. has laid off some 125 workers in its shearling department for an indefinite period. Company officials stated the layoff was a seasonal one and workers will be rehired when new orders warrant it.

NLRB Elections, Etc.

Employes of the Milton Leatherboard Co., Milton, N. H., manufacturer of leatherboard products for the shoe industry, have voted 26-17 against acceptance of the AFL as their bargaining agent. The vote was recorded in an NLRB election.

The NLRB has announced that workers at the Batesville, Ark. plant of International Shoe Co. rejected representation by United Shoe Workers of America, CIO, by a vote of 260 against and 132 in favor.

The USWA has been certified as bargaining agent at Wolverine Shoe & Tanning Corp. of Big Rapids, Mich. Workers voted in favor of the union 66-57 at an NLRB election.

Luzerne Hide & Tallow Co., Nescopeck, Pa., has been ordered to cease and desist from discouraging worker membership in any labor organization or from interfering, coercing or restraining employes in their self-organizational rights. The company must post compliance notices with NLRB for a period of 60 days.

Shoe Workers Declining

The number of actual production workers in the leather footwear manufacturing industry last year fell to 226,000, the lowest in the past three years, according to Dept. of Labor. Totals in 1947 and 1948 were 235,000 and 234,000 respectively.

For all workers, including office staffs, the over-all totals were 237,300 in 1947, 260,100 in 1948 and 251,000 in 1949.

For leather manufacturing alone, production workers totaled 51,500 in 1947, 49,500 in 1948, and 45,100 in 1949. Production workers in the rubber footwear field were 23,900 in 1947, 24,600 in 1948, and 21,600 in 1949.

SPOT *News*

Massachusetts

• Business of **Style Shoe Co., Inc.,** Haverhill footwear manufacturer, is reported in the process of liquidation.

• A recent fire caused severe damage to the factory, equipment and supplies of **Imperial Slippers, Inc.,** Lynn slipper manufacturer.

• Board of directors of **Birch Leather Co., Inc.,** Danvers, recently voted a $26,000 increase in the company's capitalization. The directors ordered an issue of 260 shares of common stock with par value. Joseph Prager is president of the firm.

• Newly incorporated **Roberts Tanning Co., Inc.,** 57 Foster St., Peabody, will manufacture leather and leather goods. The firm has a $50,000 capitalization. Michael Fishman is president-treasurer.

• **Torre Bags, Inc.,** 116 Bedford St., Boston, will manufacture leather bags, suitcases, pocketbooks and leather cases. Benjamin Mirsky is president-treasurer.

• **New Bedford Luggage Co.,** New Bedford, has leased a three-story brick mill building as part of an expansion program. The company is moving its entire manufacturing facilities and general offices to the new location at 1125 County St. Ralph Taber is salesmanager and Irving Lacob is factory superintendent.

• **Artgold Leather Goods Mfg. Co.,** Boston, has agreed to stop representing that its men's travelling bags made of split leather with fabric or paper backing are made throughout of top grain leather.

Texas

• **The Southwestern Shoe Travelers Assn.,** Dallas, will hold its annual Spring Shoe Show on Nov. 12-15 at the Adolphus, Baker and Southland Hotels, Dallas.

Ohio

• More than 1000 shoe repairmen attended the Los Angeles Shoe Repair meeting held recently by **Goodyear Tire & Rubber Co.,** Akron. The meeting was highlighted by presentation of sales hints and techniques designed to aid shop owners in merchandising and modernizing their businesses. Goodyear is conducting these meetings throughout the country.

Canada

• **Chemicals Limited** has removed its offices to 640 St. Paul St. West, Montreal 3, Quebec.

• The **Canadian Shoe Council** has announced that the dates of the first joint convention of tanners, shoe manufacturers and retailers have been officially changed from mid-Nov. to Oct. 15-18. Convention site has also been changed from Montreal to Quebec City. Phil J. Duggan has been named chairman of the convention committee.

North Carolina

• **Wellco Shoe Corp.,** Waynesville, has developed a ladies' dress shoe in both suede and smooth leather incorporating Foamtred "bubble rubber" cushion sole with a leather outsole. The shoe, retailing at $4.95 and $5.95, will be featured in the company's Fall line.

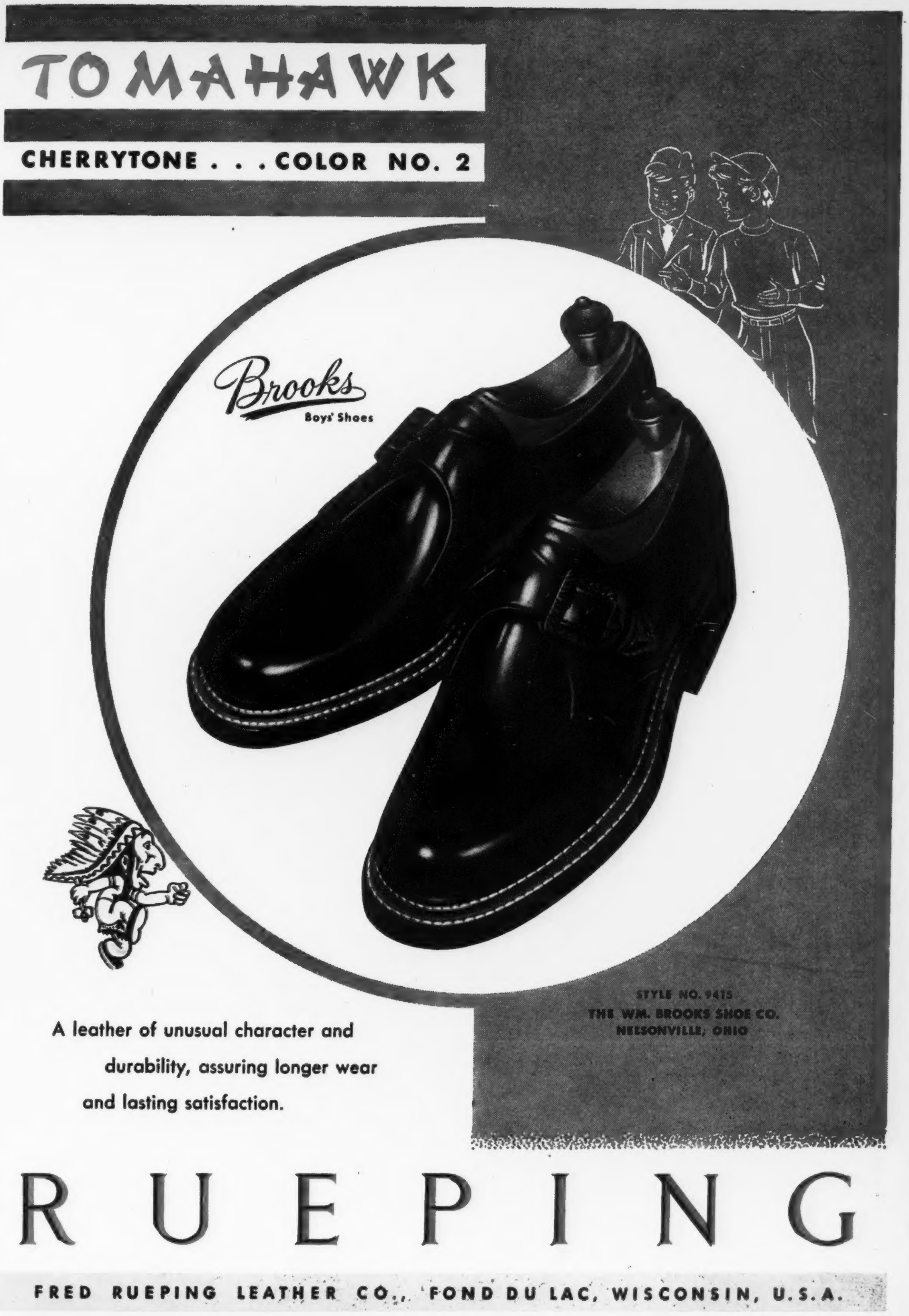
Missouri

• **Brown Shoe Co.** may erect a new five-story office building in St. Louis at a cost of $1,500,000, it is reported.

• The Hamilton plant of **International Shoe Co.** is reported to be hiring new workers constantly as production is stepped up. The plant was closed for six weeks last winter while it made a change-over from babies' to house shoes. Over 100 workers are now employed.

Maine

• **Truitt Bros., Inc.,** manufacturer of men's and children's shoes, has completed removal of its plant and offices from Binghamton, N. Y. to Belfast, Me. The firm has been forced to make partial deliveries of orders recently but has resumed full service.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CHERRYTONE . . . COLOR NO. 2
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THE WM. BROOKS SHOE CO.
NELSONVILLE, OHIO
A leather of unusual character and durability, assuring longer wear and lasting satisfaction.
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Illinois

- **Arthur Million, Inc.,** wholly-owned subsidiary of General Shoe Corp., Nashville, Tenn., has been granted an Illinois charter by the Secretary of State at Springfield.
- **Paisley Products, Inc.,** Chicago manufacturer of industrial and packaging adhesives, has prepared a dilution calculating chart to assist users in figuring the proper amount of water to be added to any given amount of adhesive to any desired percentage. Copies are available by writing the company at 1770 Canalport Ave., Chicago.

New Jersey

- **I. Miller & Sons,** Inc., Long Island City, N. Y., have begun operations at its new plant located at the Harborside Terminal, Jersey City.
- **Samuel Catrambone,** trading as Camden Leather and Shoe Findings Co., Camden, is reported to have discontinued business due to ill health.
- **The Shingle Leather Co.,** Camden tanner and currier, is advancing its curried leather prices as follows: 3c on medium weights, and 4c on both light and extra-light weights.

Michigan

- **Sherman Shoes** was recently incorporated under Michigan laws to deal in wholesale footwear at Gross Point Woods. Incorporators are Fred E. and Lillian Sherman and Sidney H. Rein.

Wisconsin

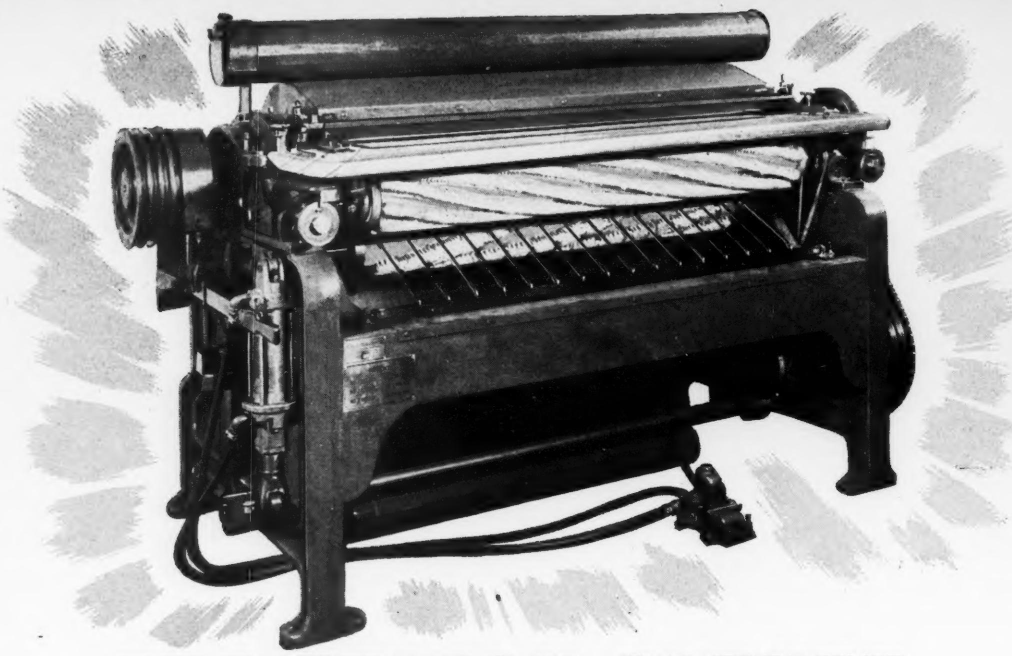
- **Badger Slipper & Glove Co.,** Milwaukee, has sold and leased back its three-story manufacturing plant located at 2365 N. 31st St. Sale price is reported at $85,000.

Pennsylvania

- **I. Miller & Sons** has leased the women's shoe concession at C. A. Rowell, Germantown department store. Raymond Streeper, buyer, who has operated the department, will continue in charge.
- **Nathan H. Wattenmaker** and Morris L. Rynes trading as **Shoe Fair Save 10 to 50%,** Germantown, have sold their business to Rings Beautiful Shoes, Inc., whose officers are Mitchell Cooper, president, and S. Norman Cooper, secretary.

New York

- Business of **Art Maid Footwear Corp.,** Brooklyn footwear manufacturer, is in process of liquidation, it is reported.
- **Quality Maid Shoe Co.,** New York City, has increased output to 40 cases per day. J. Meyers and F. Silberman are heads of the firm which makes women's casuals retailing at $5.
- **Wear Best Footwear, Inc.,** has added additional floor space to its factory at 53-65 Hope St., Brooklyn. The firm is making California process casuals.
- **Frederick-Spier Shoe Co.,** Norwalk women's shoe manufacturer, has opened a new New York showroom at 414-416 Marbridge Bldg.



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Newest addition to our family of great machines for the shoe and glove leather industries is the FULTON COUNTY OSCILLATING BUFFER with pneumatic toe control . . . designed for superb buffing and snuffing. AND — it's a snap . . . one simple operation buffs a side or hide. The FULTON is also recommended for pasted side leathers.

Rugged, lifetime construction assures years of repair-free operation with a minimum cost for upkeep. No weights to change, no hour consuming adjustments to make . . . set two turnbuckles and operate the greatest buffer in the industry.

Do you have a rigid machine that isn't doing the job? . . . Fulton engineers can, in most cases, convert your present equipment to oscillator type and install "Toe-Control" for better buffing and ease of operation.

Tall or short, "Toe-Control" is universal, may be adjusted to fit your operator and placed for easy access, high or low, left or right. With pneumatic toe control fatigue is decreased, production increased. "Toe-Control" may be attached to any existing machine at a surprisingly low cost . . . and no wait for delivery.

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TANNERS' Convention Number

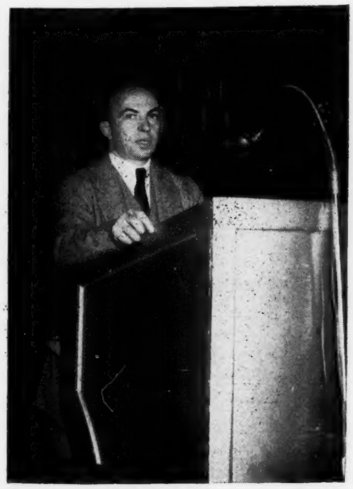
SPRING MEETING

Balanced Output, Improved Product Stressed At TC Spring Meeting

Gray urges tanners seek promotion of genuine promotional values. Council hits proposed tariff cuts.

DESPITE considerable pre-meeting fanfare, the much talked-about subject of possible reductions in U. S. leather duties failed to hold the spotlight at the 31st Spring Meeting of the Tanners' Council, held May 25-26 at the Hotel Traymore, Atlantic City, N. J. Instead, a new dynamic program for meeting the competition of synthetics by production of leather and leather shoes "at the right cost" highlighted the annual Spring event.

The new program, stressing promotion and advertising, not in the ordinary sense, but of "something with genuine promotional value," was proposed by Byron A. Gray, chairman of the board of International Shoe Co., and a featured speaker at the two-day session.



Irving B. Glass

Other speakers included Edwin G. Nourse, former chairman of the President's Council of Economic Advisers; Philip Courtney, president of Coty, Inc., cosmetics manufacturer; Irving R. Glass, executive vice president of the Tanners' Council; Robert E. Sessions of Alderson and Sessions, marketing analysts; and Julius G. Schnitzer, chief of the Textile and Leather Division, Office of International Trade.

No Tariff Cuts

In his opening report before some 250 tanners and members of allied trades, Clayton F. Van Pelt, Council president, said that the TC board of directors was asking the U. S. Govt. "not to consider any reductions on U. S. leather duties and to turn its fire upon the countries who have still to make their first gesture in the direction of reciprocity."

Van Pelt, who is also president of the Fred Rueping Leather Co., charged that comparison of U. S. and foreign tariff rates is meaningless because "almost every other country in the world has embargoes or quotas which make free trade impossible."

The Council head deplored the fact that the tanning industry is not participating in the "wave of national prosperity we hear and read so much about." He declared that it is "certainly no law of nature that the tanning business can only have one good year out of every four or that the price of leather shall have no relation to cost. Ultimately, and in the final sense, the results attained in the tanning industry are determined by management thinking, by the vigor of our ideas and the energy and flexibility of execution."

Clayton F. Van Pelt

Gray's talk was built around the constantly growing threat to the leather industry posed by various synthetic leathers. He said that International closed a sole leather tannery last year and was shutting a leather sole cutting plant this year because "other materials" were replacing leather to this extent in the company's shoes.

"Call them substitutes if you will," he added, "but they are acceptable to the consumer—they do give satisfaction in the types and price ranges where they are used and we—I am speaking as a leather man now—we might very well spend more of our time, thought and energy in the direction of better merchandising—in increasing standards of quality and value, and gaining consumer recognition of such value rather than trying to discredit something which has been accepted—rather than trying to swim against the stream."

Stressing his point that "promotion is truly effective only when one has something with genuine promotional value," Gray cited the case of synthetic leather manufacturers who raised their share of the shoe sole market from 25 percent to 46 percent of the total in less than three years. This despite a consumer resistance to their products built up by war abuses.

"Let's admit that this very significant difference is a tribute to the awareness and ingenuity of our composition sole competitors," he said. "They recognized the lack of acceptance of their product by consumers of shoes. They rolled up their sleeves and went to work. They produced something to talk about first and then promoted. That procedure always gets results."

Constructive Action

Dismissing the two extreme viewpoints in the matter of leather versus non-leather materials in shoe manufacturing, the chairman of the world's largest shoe manufacturing concern said that each material has "its own inherent values." Leather's appeal is based on physical properties imparted by nature while synthetics offer physical properties and "price advantages which, under current economic environment, cannot possibly be met by leather."

The answer to the problem for tanners, Gray said, lies in such constructive programs as learning to make leather in less time, reducing inventory and cost risks, improving wear per dollar of consumer cost, enhancing the esthetic appeal of leather and leather products, better adapting leather to the wide variety of end uses in the shoe field, improving methods of procurement and selection of raw materials to eliminate "wild and completely unwarranted" fluctuations in raw materials markets, and many other actions.

Although shoe manufacturers agree that the tanning industry has done a good job in the past two years under "difficult and trying" cirmumstances, both they and tanners have a right to be unhappy about financial results. "Instead of indulging in hopes for higher prices to relieve the tight margin," Gray declared, "hadn't we better widen the margin by doing a better job of cutting the cloth to fit the pattern—by getting our house in order on the volume of production which meets our present sales requirements.

"Leather and shoes must be made right but they must also be produced at the right cost if we are to be competitive. Maybe production can be better balanced and operations consolidated. Excessive cost must be eliminated."

Gray called for well-directed research rather than the "hodgepodge of disconnected studies unrelated to the true problems which demand solution." Tanning research should be of two types, he said: study of specific manufacturing problems encountered in the industry and study of new ways and means of meeting the increasing needs and desires of the consuming public "thus creating new demand for leather and leather products."

Gray also cautioned the shoe industry against its old mistake of identifying competition with price rather than quality. He said that in the transition from a higher to lower price level, unsound practices always appeared in both the shoe and leather industries. "How can it possibly be sound to sell a lot of leather below cost just in order to keep the tannery running for another week or two. Isn't it perfectly obvious that it is unsound for industry, under competitive bidding, to sell the Government military shoes at a price which manifestly represents a loss to the manufacturer just in order to gain a few weeks shoe production for the individual factory, and to continue this practice for months and months."

Managed Inflation

Nourse warned against the Administration's policy of "managed inflation" as taking a risk "way beyond what the trustees of the American economy are justified in taking, in view of . . . the present world situation."

He said the foundations of the present boomlet need a close look, despite the upturn in emplomment and other indications. "We must not go blithely along building up a house of cards that may collapse disastrously in some future year, whether it be 1951, or '52, or some later time."

In particular, the former Govt. economist warned against superficial conditions and temporary economic trends brought on by G. I. insurance premiums, increased instalment and book credit, mortgage credit expansion, the farm commodity market, and expenditures on capital goods.

Cortney attacked Administration policies for their failure to bring back international trade to a non-discriminatory basis. He said that Govt. attempts to remove foreign exchanges and quota controls have fallen down completely.

Summing up the position of the tanning industry, Irving Glass said that tanners are still plagued by the "old remorseless squeeze" brought on by low profits and high costs. Although the industry is better equipped today to meet these pressures, its general earnings level "leaves much to be desired," he declared.

Glass charged that the Economic Cooperation Administration has spent much money in useless channels. Although the damage has not been "too acute" and there are definite signs that ECA hide and skin authorizations are being cut down, the U. S. is still responsible for the present level of world raw material costs.

He urged tanners not to be carried away by the so-called pressures of the raw materials market and told them not to place much stock in present talk of inflation. Tanners, he said, should always be "bears" on raw materials since inventories are so necessary to their business.

Sessions pointed out that the tanning industry is one of the few remaining of the breed of independent enterprises dependent upon the world raw materials market. Since this market position is the nub of the tanning industry's problem, he said a constructive, aggressive program was needed to improve this position.

Livestock Increasing

Julius Schnitzer said that the world livestock position on the first of the year was more favorable than in the immediate postwar period. He added that this meant larger potential supplies of most hides and skins "not only for the current year but also in the immediate future."

European supplies of hides and skins have shown a slow but constant increase in the past 18 months, he stated. While totals are not yet as great as prewar, they should reach the volume by the end of 1950. Growing local supplies should produce the quantities imported from outside of Europe.

Schnitzer said that world produc-

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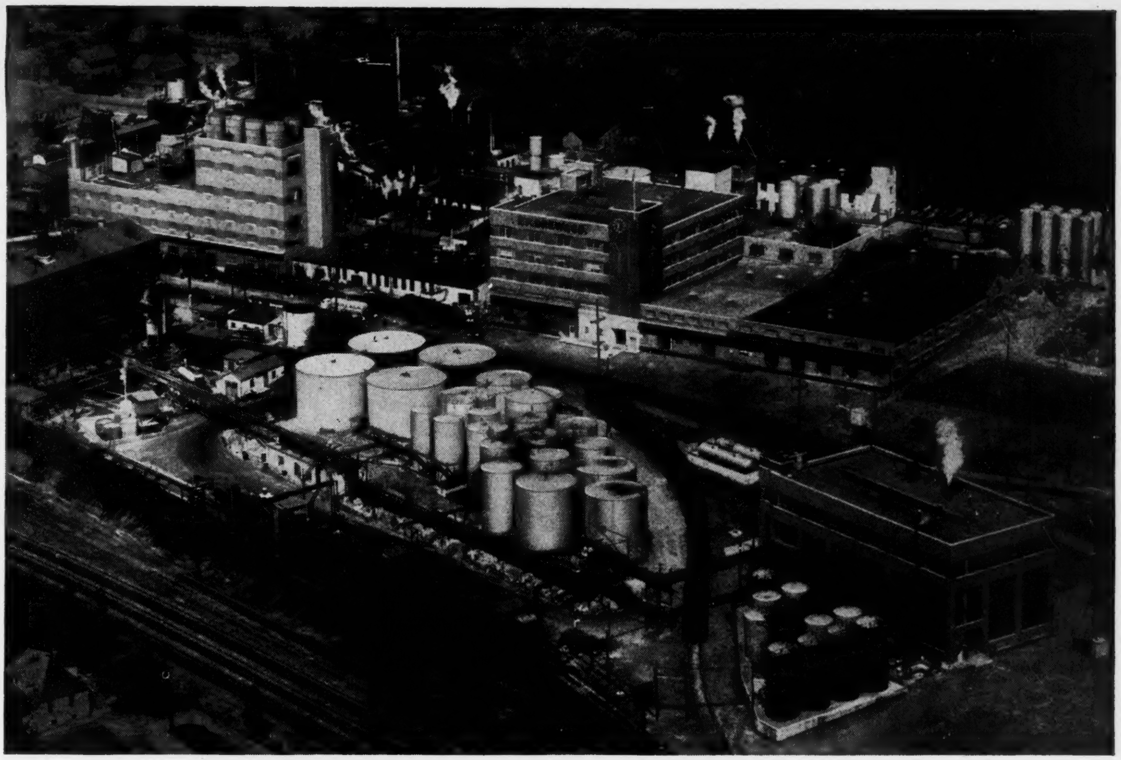


A Look At The Shoe Industry*

By

Byron A. Gray

Chairman of Board, International Shoe Co.

Despite anxieties, the shoe industry is holding its own. Moreover, some important trends may be noted—such as the trend away from cheap shoes.

WE HAVE heard a great deal in our industry about getting a larger share of the consumers' dollar—that a smaller share of the consumer income is being spent for shoes than before the war—that this is an indication that the industry is sick. It is nothing of the kind. Many other industries are in the same position, particularly those old, established industries supplying staple necessities.

Shoe Industry Gets Its Share

Let's be realistic. Shoe consumption has grown from 400 million to 460 million pairs in the past ten years right in line with the increase in population, so per capita consumption has changed little—hardly as much as might be expected from changes in mode of living. It is all very well to say that 1.9% of consumer income was our share before the war, so it should be 1.9% now. I won't give you a lot of figures on the relationship between consumer income and the prices of shoes before the war and now. Nor compare the hours of work required to buy a pair of shoes today with the hours of work required when 1.9% of the income was considered normal. It is evident that these relationships have changed greatly.

The familiar phrase is "your cut of the pie." Expansion of consumer income and standard of living brings an increased range of wants and desires. The much larger pie has to be cut more ways to provide pieces not only for new automobiles but for the many new gadgets, household appliances, etc., which are attractive to the consumer and especially to the housewife who, after all, spends the money which goes for consumers' goods.

Because of the tremendous appeal of these many new things, and the allurement of time payment plans, many wage earners find themselves tied down to monthly payments to such an extent that they have little left for cash spending from month to month. Shoes are very seldom sold along with other articles under a store-wide consumer credit plan. So shoes are largely a cash item and with the heavy time payment requirements coming out of the wage earner's pay check, it is to be expected that the housewife will put off the purchase of shoes and other staples for a time. So, this time payment factor has, for the time being, also affected the size of our cut of the pie.

Byron A. Gray

Can Increase Consumption

I am not for a moment suggesting that we should not do everything which appears practicable to increase the consumption of shoes. There is much that we can do to bring back seasonality in shoes for men and thus increase their per capita consumption. There is, of course, an almost unlimited opportunity to increase the sale of women's shoes through fashion appeal.

There were 54% more children under the age of 5½ years in 1950 than there were in 1940. There were 22% more between the ages of 5½ and 11 years. We have a wonderful opportunity to increase the consumption of children's shoes by educating parents to the importance of proper fitting shoes. These things are being actively studied and aggressively promoted by shoe manufacturers and shoe retailers working together, but to sit back and with complacency say that 600 million pairs a year is our rightful due just because we can produce about that many—to say that all that is necessary to bring this about is to increase the per capita consumption from 3 to 4 pairs per year is only to indulge in wishful thinking.

Cheap Shoes—Reversed Trend

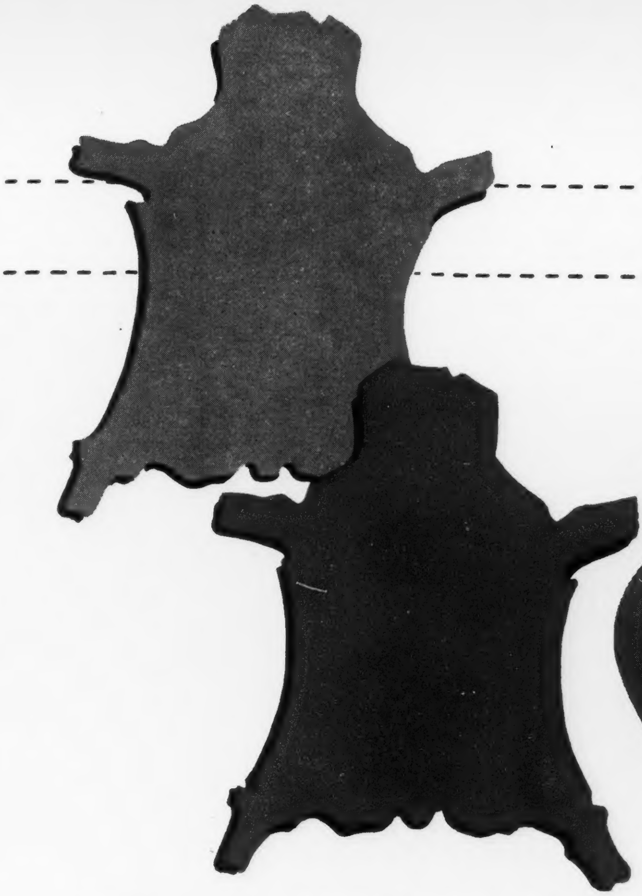
We are all familiar with the extent to which consumers traded down during 1949, the extent to which people bought more of the cheaper grade, less of the better grade. This trading down was prevalent in all lines of soft goods — all kinds of apparel—and shoes were certainly no exception to the trend. But it is now generally believed that price lines have readjusted largely to their normal relationship to consumer income—that the trading down has run its course.

It has been characteristic of the shoe industry in the past to identify competition with price. While consumers are still quite price-conscious, I believe most of them are fed up with *extremely low quality* at any price. The American people have always been quality minded—they have never been willing to buy junk for very long, regardless of the price.

In a transition from a higher to a lower price level, in a change back to normal, unsound practices always seem to develop in the shoe and leather industry. How can it possibly be sound to sell a lot of leather below cost just in order to keep the tannery

(Continued on Page 79)

*Talk before Tanners' Council Spring Meeting, Atlantic City, May 25.



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The Country's Economic Outlook*

By

Edwin G. Nourse

Former Chairman, President's Council of Economic Advisers

True enough, currently it's a boom. But how solid a boom is something else. Here's a respected authority's analysis of the boom's foundation, hard and soft, and where it's likely to take us.

AMERICAN business in most of its branches today is riding along on a comfortable wave of apparently great prosperity. But the conditions which make it so smooth and pleasant on the surface conceal a considerable number of vulnerable factors. I do not think it is a time for getting jittery. But it is a time for informed and responsible executives to take careful account of stock of both strong and weak factors in the situation. We must not go blithely along building up a house of cards that may collapse disastrously in some future year.

Take A Second Look

From the beginning of the year, there has been a great deal of optimism about the business outlook. Some cautious souls were inclined to play safe by saying that possibly the second half year would not be as good as the first half. Now that we have had an upturn in employment and after the building boom took a spurt beyond anyone's expectations and automobile production has run a close second, they are inclined to throw caution to the winds and say that we are sure to go on at this fast pace through 1950 and well into 1951.

This has to me some of the psychological earmarks of previous boom periods and to suggest a need for taking a close look at the foundations on which these present boomlets rest. As I look at the current business scene, it appears to me that several factors which have contributed to a rather complacent view of business strength are superficial conditions and temporary economic trends rather than solid, well-balanced production and market adjustments which could continue dependably into the future.

The most obviously artificial and temporary of the supports to current prosperity is a special contribution to the private income stream in the form of 2.8 billion dollars of refunded G. I. insurance premiums. This is a non-recurring item of income and is inflationary rather than stabilizing in character because it is being paid out of a federal deficit.

Credit And Farm Supports

A second factor of extraordinary support to the current market has come in the form of an unprecedented rate of increase in installment and book credit. Consumer purchases have been stimulated by thus drawing upon future credit. The figure for consumer credit in December 1949 stood at an all-time high of 18.8 billion dollars, and in both November and December showed unprecedented month-to-month increases. It does not seem likely that the consumer goods market in the latter part of 1950 and 1951 can be sustained through a similar rate of increase.

Third, there has likewise been a tremendous increase in mortgage credit, particularly on urban dwellings. The mere fact that so much stretch has taken place in that part of our economy and that recent and current strength rests in some part on that expansion raises a cautionary signal for the future.

Fourth, though no one can predict the outcome of the political dog-fight over agricultural support measures, the sheer weight of accumulating surpluses is beginning to have its inescapable effect on the farm commodity market. The Department of Agriculture itself predicts a lower rate of farm income this year.

Capital Goods Spending

Fifth, businessmen and economists attach prime importance to the outlook for expenditures on capital goods. This item in total business spending has been maintained at an extremely high figure during the postwar reconversion period, with a peak of 19.2 billions in 1948. From a rate of 21.6 billion in the fourth quarter of 1948, it has dropped to a quarterly rate estimated by the Council of Economic Advisors at 15.4 billion for the second half of this year.

"Postponable" Spending

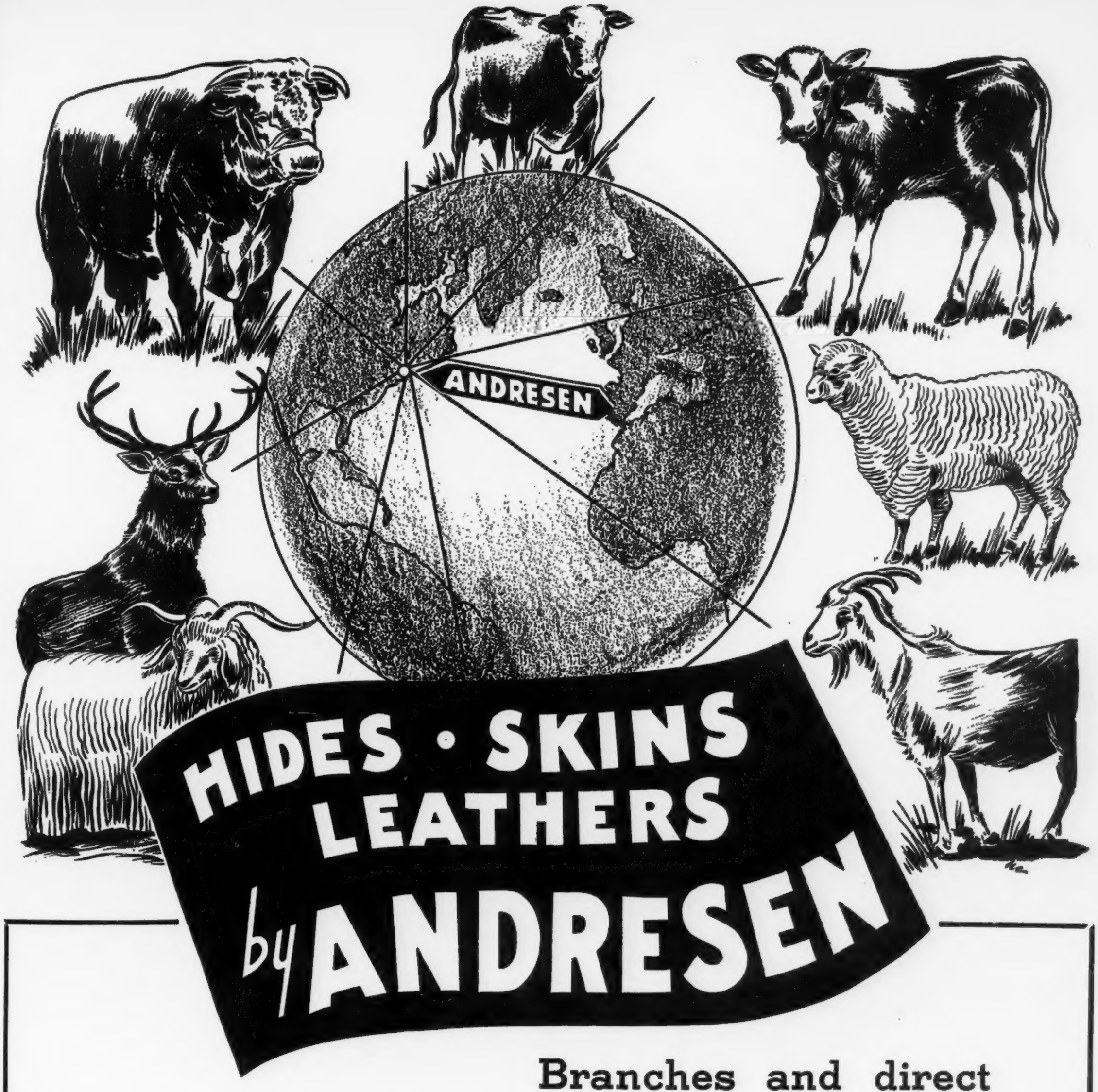
A change of pace in this field of expenditures is now possible and might run to a considerable number of percentage points. This is just another way of saying that, while this is a vital area of expenditure, it is also an area in which expenditures in the main fall into the class of those most "postponable."

Contrary to the clamorings of certain Government spokesmen for a great expansion in steel capacity, we see current ability to produce quite well in step with sustained needs. The late war and recent armistice in the coal industry make it clear that there is a substantial amount of excess capacity. Rates of output which have been maintained in automobiles and many classes of consumers' durables and in some areas of current consumption goods, to say nothing of agriculture, make it clear that a somewhat lower rate of expenditure in these fields would be possible and might seem wise during the next year or few years, even though a relatively early return to the 19 or 20 billion dollar level of spending for plant and equipment might clearly be in the cards.

Consider the lines of business on which the present boom is resting and ask how long they can continue present rates of operation. Everybody has been astounded at the expansion of

(Continued on Page 59)

*Condensation of talk at Spring Meeting, Tanners' Council, May 25.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HIDES · SKINS
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U. S. Foreign Trade Policy*

By
Philip Cortney

There are some serious soft spots in U. S. foreign trade policy. The balms being used or proposed are not taking the magic effects anticipated. Here's a fresh diagnosis and a suggested cure.

LET me state frankly that I don't like what I hear or see of the way our affairs are managed domestically or internationally. Under various influences our own government has been led to believe that we can solve all our problems provided we shower enough dollars the world over. It is a sort of "dollar diplomacy" of the worst kind. We haven't even the coverage of our "dollar diplomacy" because when we give away our wealth, we are not supposed to ask anything in return for fear of hurting the national or rather nationalistic sensitivities of the receiving countries. Our modern version of international dollar diplomacy is based on the notion that there is no limit to the amount of dollars we can print and spend without impunity. We have adopted deficit spending, which, in the final analysis, is nothing else than the printing of paper money, as a way of life.

*Condensation of talk before Tanners' Council Spring Meeting, May 25.

U. S. Foreign Policy

The foreign trade policy of the United States is aiming at the expansion of non-discriminatory multilateral trade, to which we have added lately the development of the underdeveloped areas of the world.

I believe that most Americans have no quarrels with the purported aims, and particularly with the removal of all barriers to commerce so as to help the expansion of international trade, which is the economic foundation of peace. Just as the real or imaginary "have-not" individuals create domestic strife, so do real or imaginary "have-not" countries create international strife.

Peace, and to a large extent prosperity, are indivisible.

Most of the foreign countries say that the main thing the world wants from us is for us to be rich and prosperous. The idea is that if we are rich and prosperous we shall first help the rest of the world to its feet, and afterwards we shall help it by importing a great quantity of goods. A great part of the world seems to share the opinion that for us to be rich is the greatest service we can render.

Our government can take credit for having right in the midst of the war developed the thinking and taken action for the furthering of international trade after the war. We have spent so far about twenty billion dollars for the purpose of helping some countries back to their feet. The Marshall Plan aid in particular has helped increase production in many European countries and has also been successful in helping these countries to resist communism.

However, our efforts to restore multilateral international trade on a non-discriminatory basis have so far been frustrated. It is therefore appropriate to inquire whether the present plans of our government will finally bring about the kind of world for which we are striving. If the answer should be in the negative, we must also attempt to answer why, in our opinion, will the present policies of the government not accomplish what we are seeking, namely, freedom of trade and the expansion of non-discriminatory multilateral trade.

The "Dollar Shortage"

Before I express some views on our new ideas and schemes in foreign trade policy I should like to make a few remarks on the fashionable modern disease known as the "dollar shortage."

Some people contend that there is a "dollar shortage" because we wish to export more than we import. This kind of a "dollar shortage" can arise only from overvaluation of foreign currencies or the deliberate use of monetary reserves to buy needed imports.

Another sense in which the "dollar shortage" slogan is used is that our country is so rich and industrially

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The World Hide And Leather Situation

By

Julius G. Schnitzer

Chief, Textile and Leather Branch
U. S. Office of International Trade

It's later than we think, says this noted industry authority. World livestock numbers are rapidly rising; world rawstock supplies are reaching prewar levels; and in many places stocks of leather and leather products are now surplus goods.

IF THEME songs were appropriate for this type of discussion, my selection would be "It's later than you think." I believe that so many of you are so involved with your own specific problems that you have not taken sufficient time out to study the over-all situation. There are many things that have developed throughout the world which have direct influence on your own position but which seem to have been ignored during recent months.

World Livestock

How many of you are aware of the fact that the world livestock position on the first of this year was more favorable than in the immediate postwar period? Naturally, this means larger potential supplies of your principal raw materials, not only for the current year but also in the immediate future. Only in sheep and lambs have the numbers declined, and this decline of less than 1½ percent.

According to the best data I have been able to obtain, world cattle numbers on the first of this year totaled more than 771 million head, representing an increase of 5.2 percent from the immediate prewar average. Very favorable progress has been made in Europe in the recovery of the number of cattle, the January 1, 1950 total being 99 million as compared to slightly more than 102 million in prewar years.

World sheep and lamb totals on the first of the present year were slightly more than 730 million which was only slightly less than prewar numbers. The greatest decline in these animals was recorded in North America, especially the United States. European totals were slightly less than in prewar years as were the African totals, but increases were recorded in all other areas.

*Talk before Tanners' Council Spring Meeting, Atlantic City, May 26.

Julius G. Schnitzer

Estimated world goat population on the first of the year was in excess of 260 million, representing an increase of almost 7 percent from the prewar numbers. It is of interest to note that the European totals were greater than prewar by almost 4½ million head.

European Supplies Growing

European supplies of hides and skins have shown a slow but constant increase in the past eighteen months. While it is true that the totals are not yet as great as in the prewar period, they are expected to reach this volume by the end of this year. We all realize that Europe is a net importer of hides and skins, but there is no doubt that the growing local supplies should reduce the quantities imported from outside that continent.

During my visit to several European countries last year, I was impressed with the fact that leather and leather goods were beginning to pile up in many of the areas I visited. The wartime backlog of demand and requirements had gradually been filled and there was a greater tendency on the part of consumers to be more price conscious after their immediate needs were filled. In Italy, France, Belgium, Holland, Germany, and England I saw a very definite piling up of shoes and other leather goods at retail levels and to a smaller extent at the producing establishments. Reports I have received from our Foreign Service subsequent to that period clearly indicate that this trend has continued through the present month of this year. There has been a definite drop in the domestic sales of shoes and leather goods in most European countries with no indications of any marked improvement during the last half of 1950.

From the best estimates that I have been able to obtain, the world production of all types of leather footwear in 1949 was slightly in excess of 1.2 billion pairs. This represented an increase of 17 percent over the 1940 production and 35 percent over that of 1930. However, the increase in production during the postwar years has only been at the same pace as growing world population and the per capita output last year equaled but one-half pair per person.

TC Spring Meeting . . .

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tion of all types of leather footwear in 1950 was slightly greater than 1.2 billion pairs, a gain of 17 percent over 1940 output and 35 percent over 1935. "However, the increase in production during the postwar years has only been at the same pace as growing world population and the per capita output last year equaled but one-half pair per person."

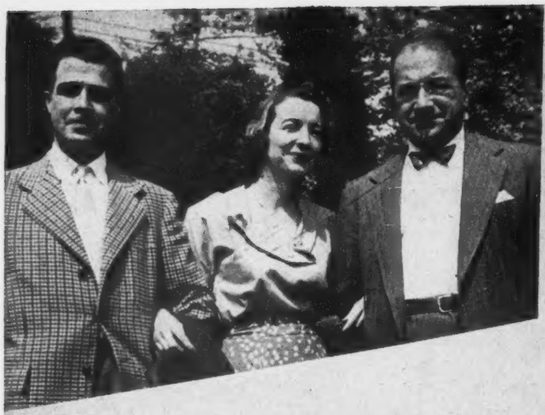
Edward Drew of the Tanners' Council estimated that the present rate of 54.5 percent leather soles of total shoe output should hold stable for some time. He said that percentage of leather uppers has shown a downward trend but this is actually a "return to normal." The percentage during 1949 till the present has been 85 percent of total against 86 percent prewar.

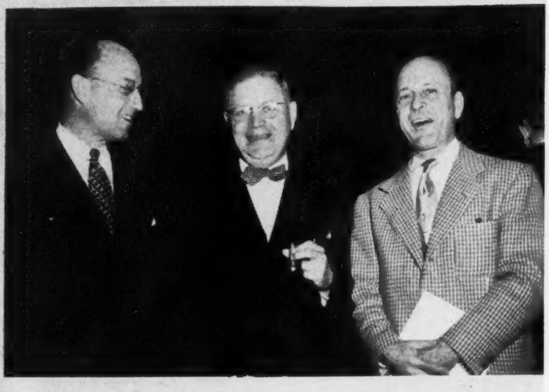
He said that shoe output for the first five months of 1950 is approximately three percent greater than the same period in 1949. This indicates a total production of 470 million pairs for the year if output continues on the same plane.

Harold Connett, president of Surpass Leather Co., commented upon the European leather situation, particularly in England, where hide and leather men feel the "honeymoon" is finally ended. He said that supply has caught up with demand in many European countries and price is now a real factor. Tanners are once again afraid of raw material prices and are now forced to send out their salesmen to hold present business rather than find new business.

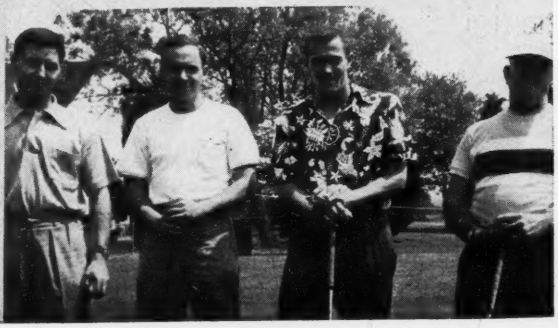
Emery I. Huvos, hide buyer of Geilich Tanning Co., told of conditions he found on a recent trip to India and Pakistan. He said there are approximately six million hides available in Pakistan but these are almost all suitable only for upper leather. The country is anxious to export its hides to the U. S. but hide prices are far too high.

As usual highlights of the meeting included the President's Reception and dinner-dance on Thursday evening. The golf tournament was held Thursday and Friday afternoons at the Atlantic City Country Club. Breakfast Group Meetings were held individually on Friday morning.







Council Candids

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REGISTRANTS

Tanners

A

Allen, Bona III, Bona Allen, Inc., Buford, Georgia

B

Becker, Fred H., The Ohio Leather Co., Girard, Ohio
Belzel, George J., Blanchard Bro. & Lane, Newark, N. J.
Blatz, Frederick J., Amalgamated Leather Cos., Wilmington, Del.
Blaut, Arthur, Virginia Oak Tannery, Luray, Va.
Blaut, Stephen, Virginia Oak Tannery, Luray, Va.
Block, A. C., Fred Rueping Leather Co., Fond du Lac, Wis.
Buettner, Erhard, Pfister & Vogel Tg. Co., Milwaukee, Wis.
Byron, Joseph W., W. D. Byron & Sons, Williamsport, Md.

C

Carroll, B. C., Burk Bros., Philadelphia, Pa.
Chapman, K., Booth & Co. (Surpass), Philadelphia, Pa.
Colby, Ralph E., Ziegel Eisman & Co., Newark, N. J.
Conant, Roger B., Winslow Bros. & Smith, Boston, Mass.
Connett, Harold, Surpass Leather Co., Philadelphia, Pa.
Connett, Hugh, Surpass Leather Co., Philadelphia, Pa.

D

Danner, Carl F., American Hide & Lea. Co., Boston, Mass.
Dennie, B. F., Wood & Hyde Co., Gloversville, N. Y.
Devlin, Arthur, Beadenkopf Leather Co., Boston, Mass.
Dimm, Ross L., Jr., Good Bros. Lea. Co., Newark, N. J.
Drew, Edward L., Tanners' Council, New York, N. Y.
Drueding, Albert J., Drueding Bros. Co., Philadelphia, Pa.
Drueding, Chas. H., Drueding Bros. Co., Philadelphia, Pa.
Dworetzky, Nathan P., Toxaway and Transylvania Tg. Co., New York, N. Y.

E

Ellis, E. K., Eagle-Ottawa Leather Co., Grand Haven, Mich.

F

Findeiss, William, C. Findeiss Sons Co., Zanesville, Ohio
Finkelman, I. R., Lincoln Leather Co., Reading, Pa.
FitzGibbons, Ned, Ashtabula Hide & Lea. Co., Ashtabula, Ohio
FitzPatrick, H. B., Burk Bros., Philadelphia, Pa.
Foot, Edwin H., S. B. Foot Tanning Co., Red Wing, Minn.
Frank, Max, Kaufmann Trading Corp., New York, N. Y.
Fried, Al, Garden State Tg. Inc., New York, N. Y.
Fried, Martin, Garden State Tg. Inc., New York, N. Y.
Frodin, Elmer E., Chicago Rawhide Mfg. Co., Chicago, Ill.

G

Gallun, Edwin A., A. F. Gallun & Sons Corp., Milwaukee, Wis.
Gay, Sherwood B., Blanchard Bro. & Lane, Newark, N. J.
Gebhardt, Arthur E., A. L. Gebhardt Co., Milwaukee, Wis.
Gill, Jos. J., Richard Young Co., Boston, Mass.
Glass, Irving R., Tanners' Council, New York, N. Y.
Goldsmith, B., Goldsmith Leather Co., Newark, N. J.
Gray, Byron A., International Shoe Co., St. Louis, Mo.
Greenbaum, I. Martin, Middleburg Tanning Corp., Philadelphia, Pa.
Grubstein, Chas., American Leather Mfg. Co., Newark, N. J.
Grum, Matthew, Jr., Reliable Lea. Pigment Finish Co., Newark

H

Hamel, Louis H., L. H. Hamel Lea. Co., Haverhill, Mass.
Harding, George E., Howes Leather Co., Boston, Mass.
Hegeler, H. H., Surpass Leather Co., Philadelphia, Pa.

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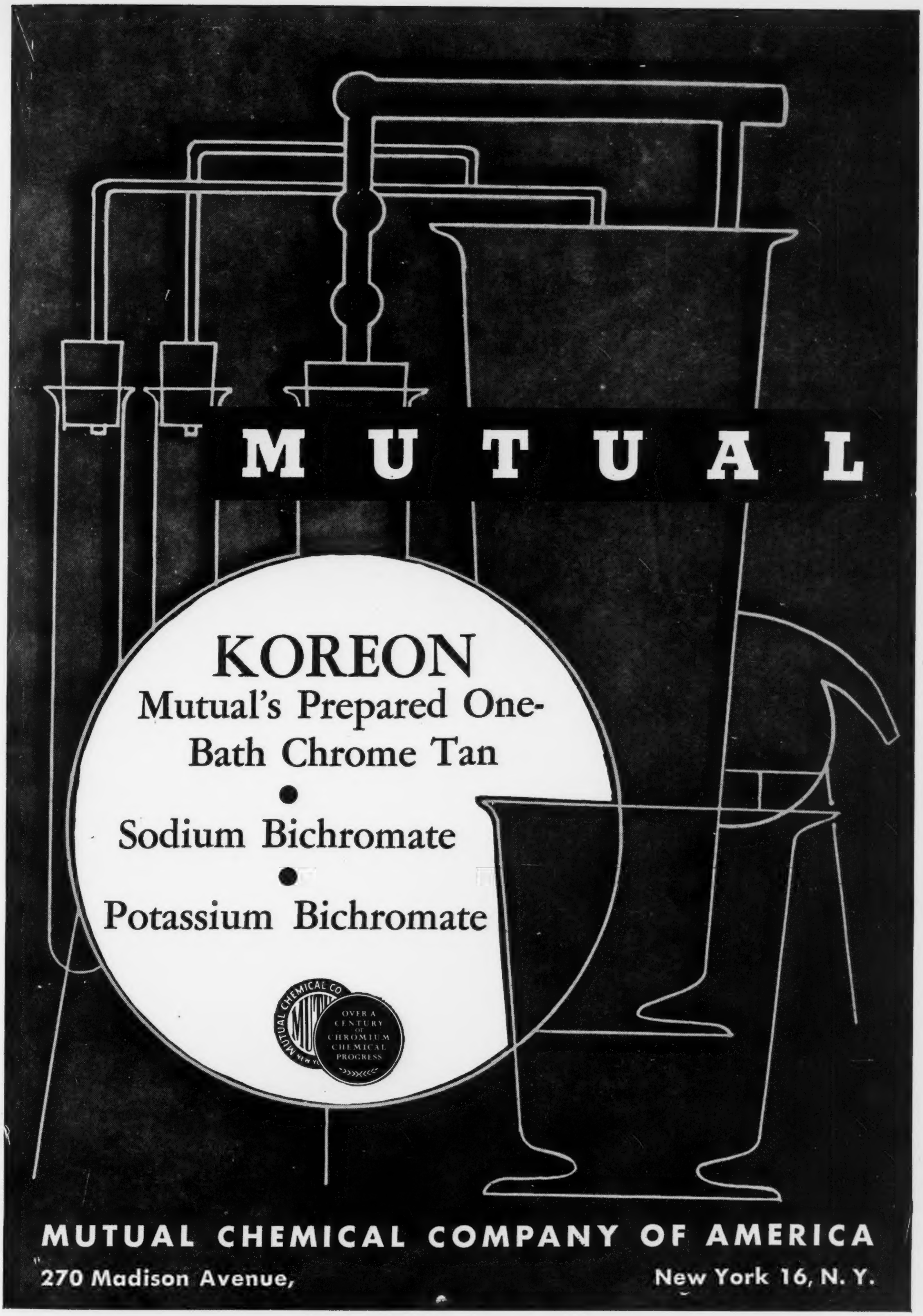
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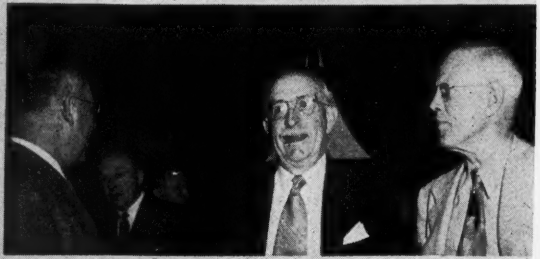

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Second Row (left, l. to r.): K. Chapman, Booth & Co.; Julius Schnitzer, U. S. Dept. of Commerce; Max Kornreich, R. Neumann & Co.; Chas. A. Weil, Edmond Weil, Inc. (Right, l. to r.): Louis H. Hamel, L. H. Hamel Leather Co.; Dr. Edwin R. Theis, Lehigh Univ.; Chas. M. Morrison, Jr., Reilly-Whiteman-Walton Co.; John H. Teas, Teas Extract Co.

Third Row (left, l. to r.): Ned Fitzgibbons, Ashtabula Hide & Leather Co.; W. J. Hinson, same firm; N. C. Foss; George J. Belzel, Blanchard Bros. & Lane. (Right, l. to r.): Byron A. Gray, International Shoe Co.; Lewis B. Jackson, Tanners' Council Hide Bureau; Harry Jordan, Griess-Pfleger Tg. Co.

Fourth Row (left, l. to r.): Chas. McCarthy, Deccan Trading Co.; Wm. J. Deevy, Jr., Schmoll-Fils-Deevy Corp.; Carl H. Shaifer, John Andresen & Co., Inc. (Right, l. to r.): Kivie Kaplan, Joseph Kaplan and Gustave Sokol, Colonial Tanning Co.

Bottom Row (left, l. to r.): Barney Singer, Korn Leather Co.; J. C. Kaltenbacher, Seton Leather Co.; Emory I. Huvos, Geilich Leather Co. (Right, l. to r.): Thomas Kiernan, Griess-Pfleger Tg. Co.; Sidney Westheimer, H. Elkan & Co.; N. P. Dworetzky, Toxaway & Transylvania Tg. Co.

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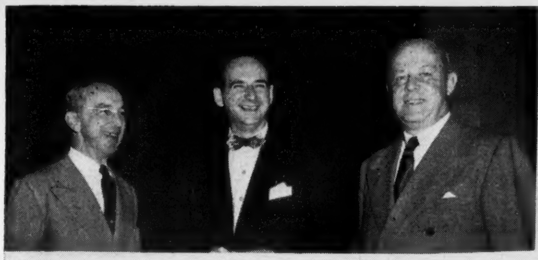
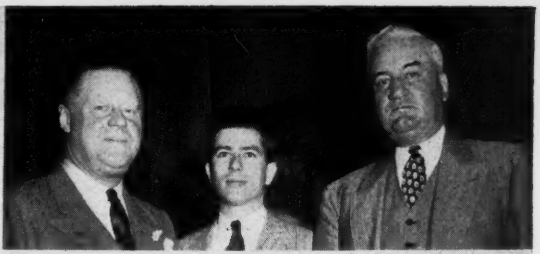
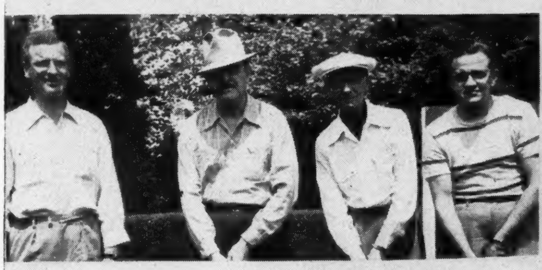
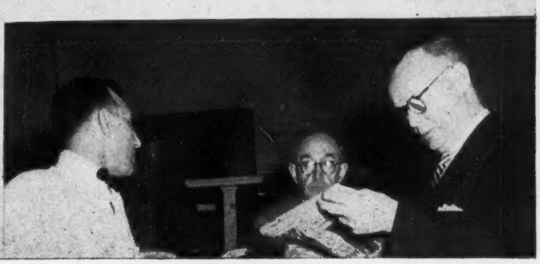








Top Row (left, l. to r.): Max Kornreich, R. Neumann & Co.; Cecil Lichtman, J. Lichtman & Sons; Arthur Loewengart, Loewengart & Co. (Right, l. to r.): W. C. Hunneman, Jr., and Laird H. Simons, Jr., Wm. Amer Co.; E. M. Winslow, Benz Kid Co.

Second Row (left, l. to r.): J. Andresen, John Andresen & Co.; Edwin A. Gallun, A. F. Gallun & Sons Corp.; Palmer Kreutz, J. Andresen Co.; Earl L. Pierce, A. F. Gallun & Sons Corp. (Right, l. to r.): R. M. Rossbach, J. H. Rossbach & Bros.; Robt. Finkelman, Lincoln Leather Co.; Donald Fine; Saul J. Katzman, Lincoln Leather Co.

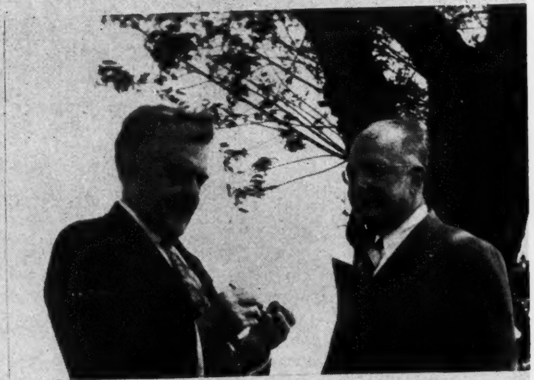
Third Row (left, l. to r.): E. D. Loveday, Goniprow Kid Co.; Roger Conant, Winslow Bros. & Smith; L. H. Hamel, L. H. Hamel Leather Co.; E. C. Shotwell, Helburn-Thompson Co. (Right, l. to r.): Edw. Zeller, Jr., G. F. Zellers' Sons; Howard B. Lincoln, L. H. Lincoln & Son, Inc.; James C. Graham, Geo. H. Elliott & Co.; G. F. Zeller, G. F. Zellers' Sons, Inc.

Fourth Row (left, l. to r.): Prentice J. McNeely, Allied Kid Co.; B. C. Carroll, Burk Bros.; R. L. Styles, Colonial Tg. Co.; Clarence R. Heyde, Boot & Shoe Recorder. (Right): Sherwood B. Gay, Blanchard Bros. & Lane; Donald McCree, Lackawanna Leather Co.; Arthur E. Gebhardt, A. L. Gebhardt Co.; J. C. Kaltenbacher, Seton Leather Co.

Bottom Row (left, l. to r.): John Teas, Teas Extract Co.; Charles H. Myers, Kistler Leather Co.; D. K. Severn, The Van Tassel Lea. Co.; Chas. M. Morrison, Jr., Reilly-Whiteman-Walton Co. (Right, l. to r.): Edward L. Drew and John Shaefer, Hans Rees' Sons, shown at the registration desk; Thomas J. McNamara of Tanners' Council behind desk.





Council Candids

Top Row (left, l. to r.): Robert Finkelman, Saul Katzman, both of Lincoln Lea. Co.; F. G. Moynahan, Leather And Shoes. (Right, l. to r.): L. H. Shingle, Shingle Leather Co.; O. Hasse.

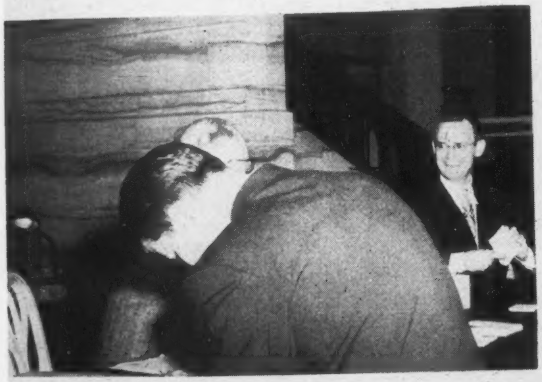
Second Row (left, l. to r.): Russ Meyers, Drueding Bros.; H. F. Glaeser, M. E. Clarendon & Sons Corp. (Right, l. to r.): a corner at the president's reception.

Third Row (left, l. to r.): A. H. Mueller, Northwestern Lea. Co.; Sturgis Stout, John R. Evans. (Right, l. to r.): H. S. Howes, Howes Leather Co.; J. C. Andresen, John Andresen & Co.

Bottom Row (left, l. to r.): Mr. and Mrs. Rudolph Correll, Fred H. Lowenstein, Inc. (Right, l. to r.): F. G. Moynahan, Leather And Shoes; Richard Barbour, Barbour Welting Co.








Council Candids

Top Row (left, l. to r.): A. L. Pierce. Leas & McVitty, Inc.; Burch Velsor, U. S. Leather Co. (Right, l. to r.): Merle A. Delph, M. A. Delph Co., Inc.; Ralph L. Pope, Jr., Northwestern Leather Co.

Second Row (left, l. to r.): General Jos. W. Byron, W. D. Byron & Sons. (Right, l. to r.): Mr. and Mrs. B. A. Schiller, Nopco Chemical Co.

Third Row (left, l. to r.): Signing up at Tanners' Council Registration desk. (Right, l. to r.): J. Louis Nelson, Tanners' Council; Roger B. Conant and E. C. Martin, Winslow Bros. & Smith.

Bottom Row (left, l. to r.): C. E. Belding, Leather And Shoes; Irving R. Glass, Exec. Vice President, Tanners' Council. (Right, l. to r.): Wm. G. Hunneman, Jr., Wm. Amer Co.

REGISTRANTS . . .

(Continued from Page 32)

Hinson, W. J., Ashtabula Hide & Lea. Co., Ashtabula, Ohio
Holmes, J. B. S., Beadenkopf Leather Co., Wilmington, Del.
Hostetter, A. R., W. D. Byron & Sons of Md., Williamsport, Md.
Howes, H. S., Howes Leather Co., Inc., Boston, Mass.
Howes, H. S., Jr., Howes Leather Co., Inc., Boston, Mass.
Hubschman, Milton, E. Hubschman & Sons, Philadelphia, Pa.
Huch, Louis C., Huch Leather Co., Chicago, Ill.
Hunneman, W. C., Jr., Wm. Amer Co., Philadelphia, Pa.
Huvos, Emery I., Geilich Tanning Co., Taunton, Mass.

J

Jackson, Lewis B., Hide Bureau, New York, N. Y.
Jordan, Harry, Griess-Pfleger Tg. Co., Waukegan, Ill.

K

Kaltenbacher, J. C., Seton Leather Co., Newark, N. J.
Kaplan, Joseph, Colonial Tanning Co., Boston, Mass.
Kaplan, Kivie, Colonial Tanning Co., Boston, Mass.
Katzman, Saul J., Lincoln Leather Co., Reading, Pa.
Keirnan, Thomas, Griess-Pfleger Tg. Co., Waukegan, Ill.
Koenig, W. C., McNeely & Price Co., Philadelphia, Pa.
Kornreich, Max, R. Neumann & Co., Hoboken, N. J.
Kraus, Walter, Sole Leather Bureau, New York, N. Y.
Kronen, Leif C., Tanners' Council, New York, N. Y.

L

Laties, Simon, Amdur Leather Co., New York, N. Y.
Laub, David J., Geo. Laub's Sons, Buffalo, N. Y.
Lawless, D. S., Surpass Leather Co., Philadelphia, Pa.
Lichtman, Cecil, J. Lichtman & Sons, Newark, N. J.
Light, Philip I., American Hide & Lea. Co., Boston, Mass.
Lizer, Chas. W., W. D. Byron & Sons of Md., Williamsport, Md.
Loewengart, Arthur, Loewengart & Co., New York, N. Y.
Loewengart, Sol, Loewengart & Co., New York, N. Y.
Lotz, W. Robert, Albert Trostel & Sons, Milwaukee, Wis.
Loveday, E. D., Goniprow Kid Co., Lynn, Mass.

M

Mackay, James C., J. F. McElwain Co., Boston, Mass.
Malis, S. S., Malis Leather Co., Philadelphia, Pa.
Manley, Roscoe, U. S. Leather Co., New York, N. Y.
Martin, E. C., Winslow Bros. & Smith, Boston, Mass.
Mealley, George H., The Ohio Leather Co., New York, N. Y.
Merker, Albert J., A. C. Lawrence Leather Co., Boston, Mass.
Miller, Frank H., G. Levor & Co., New York, N. Y.
Mueller, A. R., Northwestern Lea. Co., Boston, Mass.
Myers, Charles H., Kistler Leather Co., Boston, Mass.
Myers, Russ, Drueding Bros. Co., Philadelphia, Pa.
McCree, Donald H., Lackawanna Leather Co., Hackettstown, N. J.
McKinley, L. C., International Shoe Co., St. Louis, Mo.
McKnight, Dale J., Radel Leather Mfg. Co., Newark, N. J.
McNamara, Thos. J., Tanners' Council, New York, N. Y.
McNeely, Geo. H., Jr., McNeely & Price Co., Philadelphia, Pa.
McNeely, Prentice J., Allied Kid Co., Philadelphia, Pa.

N

Naughton, Thos. J., John R. Evans & Co., Camden, N. J.
Nectow, S. N., A. C. Lawrence Leather Co., Boston, Mass.
Neale, Howard W., Sr., Delaware Tanning Inc., New York, N. Y.
Neale, Howard W., Jr., Delaware Tanning Inc., New York N. Y.
Neiley, J. F., Endicott-Johnson Corp., Endicott, N. Y.
Nelson, J. Louis, Tanners' Council, New York, N. Y.

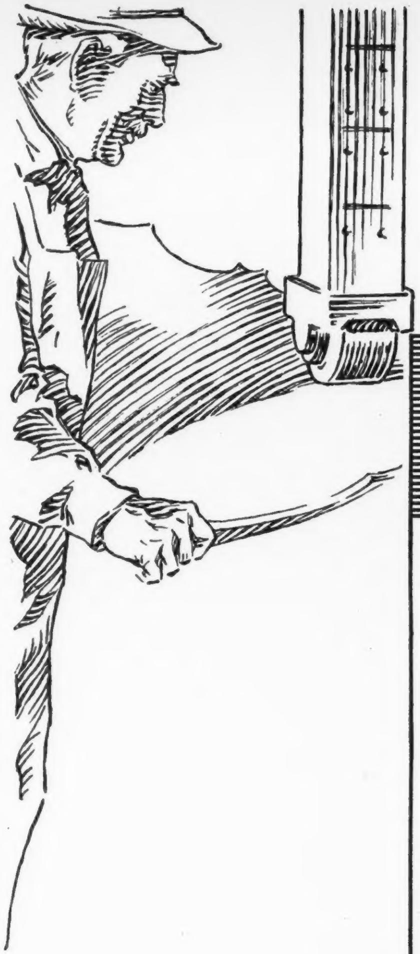
O

O'Flaherty, Fred, T. C. Research Laboratory, Cincinnati, Ohio
O'Kelley, J. L., Robt. Scholze Tannery, Chattanooga, Tenn.
Oseland, Orrell, Tanners' Council, New York, N. Y.

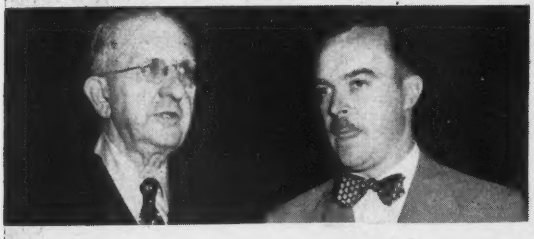
P

Peirce, A. L., Leas & McVitty, Inc., Philadelphia, Pa.
Peirce, Earl L., A. F. Gallun & Sons Corp., Milwaukee, Wis.
Pervere, E. W., Howes Leather Co., Inc., Boston, Mass.
Poh, George E., Barrett & Co., Inc., Newark, N. J.
Pope, R. L., Jr., Northwestern Leather Co., Boston, Mass.

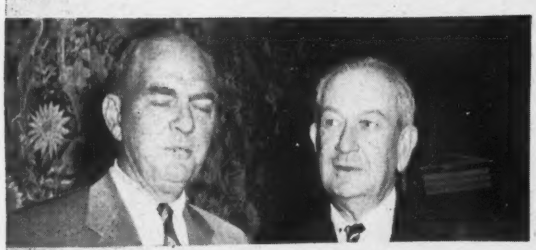
(Continued on Page 48)












Top Row (left, l. to r.): S. N. Nectow, A. C. Lawrence Leather Co.; F. G. Moynahan, Leather And Shoes. (Right, l. to r.): D. S. Lawless, Surpass Leather Co.; Richard Hoeber, General Hide & Skin Corp.

Second Row (left, l. to r.): John Simmons, Martin Dennis Co.; George Martin, Diamond Alkali Co. (Right, l. to r.): Dr. Fred O'Flaherty, Tanners' Council Research Laboratory; C. W. Reilly.

Third Row (left, l. to r.): J. E. Andresen, John Andresen & Co.; Henry H. Dietrich, Armand Schmoll, Inc.; Palmer Kreutz, John Andresen & Co. (Right, l. to r.): Leif C. Kronen and J. Louis Nelson, Tanners' Council.

Fourth Row (left, l. to r.): Theodore Tewksbury and A. R. Mueller, Northwestern Leather Co. (Right, l. to r.): R. H. Richards and D. S. Stauffer of International Shoe Co.

Bottom Row (left, l. to r.): Burch Velsor, U. S. Leather Co.; E. J. McKendrew, Armand Schmoll, Inc. (Right, l. to r.): Emery I. Huvos, Geilich Tanning Co.; Arthur Devlin, Beadenkopf Leather Co.

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REGISTRANTS . . .

(Continued from Page 40)

R

Radel, Frank J., Radel Leather Mfg. Co., Newark, N. J.
Rawson, Stanley E., The Ohio Leather Co., Girard, Ohio
Rice, Francis Y., American Hide & Lea. Co., Boston, Mass.
Richards, R. H., International Shoe Co., St. Louis, Mo.
Risteen, D. E., Donnell & Mudge, Inc., Salem, Mass.
Rogers, A. A., Proctor Ellison Co., Boston, Mass.

S

Schaden, Leonard, Eagle-Ottawa Leather Co., Grand Haven, Mich.
Schubert, Adolf, B. D. Eisendrath Tg. Co., Racine, Wis.
Schumann, Wm. F., Jr., Hoffmann-Stafford Tg. Co., Chicago, Ill.
Seidel, Ben W., Ben W. Seidel & Co., Boston, Mass.
Severn, D. K., The Van Tassel Lea. Co., Norwich, Conn.
Shaefer, John, Hans Rees' Sons, New York, N. Y.
Shea, Francis L., Barbour Welting Co., Brockton, Mass.
Shepard, H. L., Jr., The Geo. A. Shepard & Sons Co., Bethel, Conn.
Shotwell, E. C., Helburn-Thompson Co., Salem, Mass.
Simons, Laird H., Jr., William Amer Co., Philadelphia, Pa.
Singer, Barney, Korn Leather Co., Peabody, Mass.
Shingle, Lester H., Shingle Leather Co., Camden, N. J.
Slattery, R. B., Slattery Bros. Tg. Co., Boston, Mass.
Smith, E. G., Albert Trostel & Sons, Milwaukee, Wis.
Sokol, Gustave, Colonial Tanning Co., Milwaukee, Wis.
Stauffer, D. S., International Shoe Co., St. Louis, Mo.
Stevenson, W. Scott, Surpass Leather Co., Sydney, Australia
Swoboda, Gustave, H. Swoboda & Sons, Philadelphia, Pa.

T

Tewksbury, Theo., Northwestern Leather Co., Boston, Mass.
Turkanis, Daniel, Kirstein Leather Co., Peabody, Mass.

V

Van Pelt, C. F., Fred Rueping Leather Co., Fond du Lac, Wis.
Velsor, Burch, U. S. Leather Co., New York, N. Y.

W

Weiller, Jack, Jack Weiller & Co., Chicago, Ill.
Winslow, E. M., Benz Kid Co., Lynn, Mass.

Z

Zeller, Edward, Jr., G. F. Zeller's Sons Inc., Buffalo, N. Y.
Zeller, G. F., G. F. Zeller's Sons Inc., Buffalo, N. Y.
Zinn, Roland H., United States Leather Co., New York, N. Y.

Allied Group

A

Andresen, J. C., John Andresen & Co., New York, N. Y.
Andresen, J. E., John Andresen & Co., New York, N. Y.

B

Belding, C. E., Leather And Shoes, New York, N. Y.
Brandstadter, Max, Transcontinental Industrial, New York, N. Y.
Brothers, B. V., W. Pearce & Brothers, Inc., New York, N. Y.
Buecher, Nick, Jr., Packing House By Products, Chicago, Ill.
Buethe, W. C., Rohm & Haas Co., Philadelphia, Pa.
Burke, Terese M., Lapham Bros. Co., Chicago, Ill.

C

Carlson, Arthur B., Johnson & Carlson, Chicago, Ill.
Chilewich, Simon, Chilewich Sons & Co., New York, N. Y.
Crystal, F. J., Tanexco Inc., Chicago, Ill.

D

Deevy, William J., Jr., Schmoll Fils Deevy Corp., New York, N. Y.
Deevy, William J., III, Schmoll Fils Deevy Corp., New York, N. Y.
Delph, M. A., M. A. Delph Co., Inc., Indianapolis, Ind.
Dietrich, Henry H., Armand Schmoll, Inc., New York, N. Y.
DuGan, Frank, Lawrence Johnson & Co., Inc., Philadelphia Pa.

E

Elbin, H. Z., Chas. M. Loeb Rhoades & Co., New York, N. Y.

F

Fitzgerald, R. L., Boot & Shoe Recorder, New York, N. Y.

G

Glaeser, H. F., M. E. Clarendon & Sons Co., New York, N. Y.
Graham, James C., Geo. H. Elliott & Co., Chicago, Ill.
Green, Thomas W., River Plate Import-Export Co., New York, N. Y.

H

Hoeber, Richard, General Hide & Skin Corp., New York, N. Y.

K

Katzenberg, Wm. R., Jacob Stern & Sons Inc., New York, N. Y.
Kaufman, George, Kaufman Trading Corp., New York, N. Y.
Kemper, M. A., American Hair & Felt Co., Chicago, Ill.
Kreutz, Palmer, John Andresen Co., Chicago, Ill.

L

Levitan, A. H., Levitan Hide Company, San Francisco, Cal.
Lincoln, H. B., L. H. Lincoln & Son Inc., Coudersport, Pa.
Lindquist, John, Packing House By-Products Co., Chicago, Ill.
Lindsay, Gordon I., Robeson Process Co., New York, N. Y.

M

Martin, George J., Diamond Alkali Co., Cleveland, Ohio
Matten, Charles, Bache & Co., New York, N. Y.
Migliaro, Footwear News, New York, N. Y.
Moran, J. J., The Leather Manufacturer, Boston, Mass.
Morrison, C. M., Jr., Reilly-Whiteman-Walton Co., Conshohocken
Moynahan, F. G., Leather And Shoes, Boston, Mass.
Moynihan, Fred, American Shoemaking, Boston, Mass.
Moynihan, F. J., Shoe & Leather Reporter, Boston, Mass.
McCarthy, Charles, Deccan Trading Co. Ltd., New York, N. Y.
McKay, N. S., American Hair & Felt Co., Chicago, Ill.
McKendrew, F. J., Armand Schmoll, New York, N. Y.

N

Newman, E. G., Carl M. Loeb Rhoades & Co., New York, N. Y.

O

Olson, Carl O., The Olson Sales Agency, New York, N. Y.

P

Pintow, D. H., Edmond Weil, Inc., New York, N. Y.

Q

Quarck, Rolf, Chemtan Company, New York, N. Y.

R

Reid, William, Bache & Co., New York, N. Y.
Roberts, Ben, Barkey Importing Co., New York, N. Y.
Roberts, Irving B., Leather And Shoes, Boston, Mass.
Rossbach, Richard M., J. H. Rossbach & Bros., New York, N. Y.
Roversi, L. J., Sr., Tupman Thurlow Co. Inc., New York, N. Y.
Roversi, L. J., Jr., Tupman Thurlow Co., Inc., New York, N. Y.

S

Sauer, Arthur, River Plate Import-Export, New York, N. Y.
Schiller, B. A., Nopco Chemical Co., Harrison, N. J.
Schnitzer, J. G., Dept. of Commerce, Washington, D. C.
Scott, L. C., American Hair & Felt Co., Chicago, Ill.
Shaifer, Carl H., Jr., John Andresen & Co., Inc., New York, N. Y.
Shiel, John F., M. A. Delph Co. Inc., Indianapolis, Ind.
Simmons, John J., Martin Dennis Div., Diamond Alkali, Newark
Star, Jules, Jules Star & Co., Inc., New York, N. Y.
Stein, Karl E., H. Elkan & Co., New York N. Y.
Stern, W. S., H. Elkan & Co., Chicago, Ill.
Sternfeld, Henry B., Quaker City Hide Co., Philadelphia, Pa.

T

Teas, J. H., Teas Extract Co., Nashville, Tenn.
Theis, Dr. Edwin R., Lehigh University, Bethlehem, Pa.
Turley, H. G., Rohm & Haas, Philadelphia, Pa.

V

Vigodany, Andrew, West Coast Tanneries Ltd., England

W

Webster, George A., A. L. Webster & Co., Chicago, Ill.
Weil, Chas. A., Edmond Weil, Inc., New York N. Y.
Wells, Ralph A., U. S. Tariff Commission, Washington, D. C.
Westheimer, Sidney, H. Elkan & Co., New York, N. Y.

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Dynamic balanced cylinder and motor.

Motor furnished as integral part of the machine.

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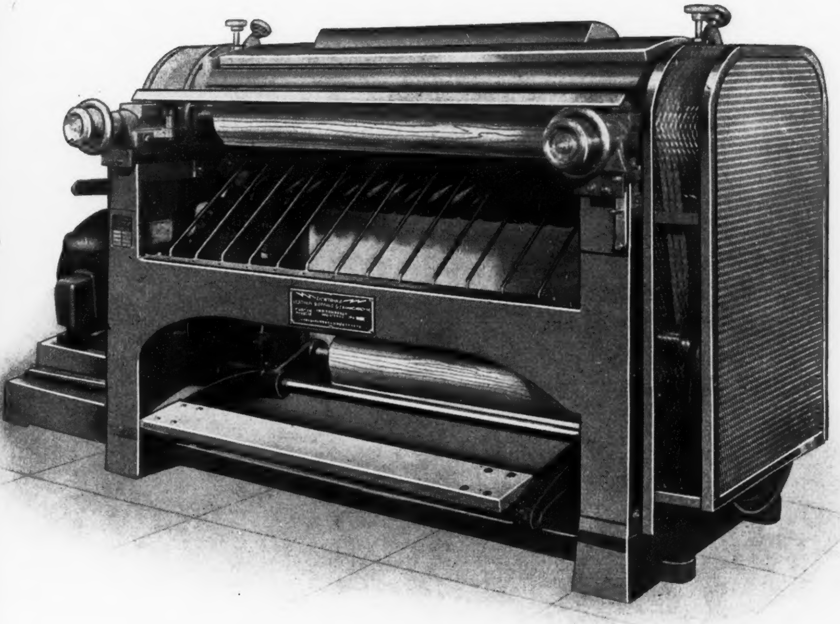

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GLOVERSVILLE, NEW YORK

Position of Iron Tannage In the System of Mineral Tannages

By

A. Kuntzel

An authority on tannages casts light on an 180-year problem. Part I of a two-part analysis.

DESPITE the fact that the tanners have occupied themselves for 180 years with the problem of the iron tannage, it has not become a commercial tanning process. An exception probably may be the Ferrigan process of the I. G. The Ferrigan is a complex iron salt of the type of the mixed complex compounds; its chemistry is correspondingly complicated.

It seems practical as an introduction to a discussion about iron tannage to discuss this question briefly from the viewpoint of how far you can use simple iron compounds for tanning and what are the reasons for the failure of the simpler iron salts as tanning agents. Only when we know the properties and the reactions of the simple or non-complex ferric salts will we understand why we are dependent on highly complicated systems of various complex iron compounds.

If we search the technical literature for the chemical reasons for the tanning inferiority—or more accurately expressed— the difference of the iron salts in contrast to the chrome salts, we will find no satisfactory answer. It mentions the low aging resistance of the iron leather which is explained partly as due to a decomposition of the hide substance, by oxidation with Fe acting as a catalyst and the result partly of an acid damage caused by the strong hydrolysis of the Fe salts. This, however, does not answer the question: why the primary tanning effect of the simple iron salts is definitely worse than that of the analogous chrome salts, if both are used under the same concentration and basicity.

Action of Iron Chloride

In the following we will discuss why especially ferric chloride acts so different as a tanning agent than chrome chloride. The iron chloride is suited for our orientation experiments, because its solution can be brought, just like that of the chrome chloride, without difficulties to very high basicity stages—up to over 80%. Into this discussion we want to include aluminum chloride and give systematics of mineral tanning a little broader basis. Aluminum chloride can also be brought to high basicity stages and in that form plays a role as a technical tannin, as in the well-known aluminum tanning preparation "Blancorol" of the B.A.S.F. Ludwigshafen.

It is not only customary, but also significant to arrange the three mentioned metal chlorides in the order: Al, Cr, Fe. That is the order, in which the hydrolysis of the three metal compound increases. The hydrolysis constants at 25° are according to measurements of N Bjerrum:

$AlCl_3$ 0.14 x 10^{-4}
$CrCl_3$ 0.89 x 10^{-4}
$FeCl_3$ 25.00 x 10^{-4}

The meaning of these numbers is, that chrome chloride decomposes into free acid and basic salt more strongly in its aqueous solution than aluminum chloride of the same concentration, and that iron chloride reacts still more strongly acid than the solution of the other two salts.

Actually the solutions of the chlorides of these three metals at comparable concentrations have different acidities, increasing in the order Al, Cr, Fe:

pH values of the 0% basic solutions 25°C.
(Containing 1% Cr or equivalent amounts Al and Fe)

$Al\,Cr_3$ pH = 3.0
$Cr\,Cl_3$ pH = 2.4
$Fe\,Cl_3$ pH = 1.7

The iron chloride solution, however, is not only distinguished by the stronger acidity of the O-basic solution in comparison with the other two metal salts, but also by the fact, that it substantially retains its high acidity on being made basic.

80% Basic Solutions (NaOH)

	Immediately after Making It Basic	*Three Days after the Alkali Addition*
$AlCl_3$	4.7	4.2
$CrCl_3$	5.2	3.5
$FeCl_3$	2.3	1.7

The aged basic iron chloride solution therefore is just as acid as the 0%— basic one, while the acidity of the other salts decreases as they are made more basic.

Use of Complex Salts

This fact makes it immediately obvious, why one is dependent during the tanning with iron compounds on the use of complex salts. The interaction of a metallic ion with hide substance is limited to an intermediate pH range. High acidity prevents, as we know from chrome tanning, the direct reaction of the metallic central atom with the hide substance even when basic aggregates of sufficient particle size are present in the tanning solution. Therefore, it is necessary to raise the pH value of the very acid iron chloride solution very high in order to obtain a tanning effect with the ferric salt. This, as has been shown, is not possible with the iron salt by neutralizing with alkali. It only becomes possible when one replaces acid radicles of strong mineral acids (hydrochloric acid, nitric acid, and sulphuric acid) with acid radicles of weak, organic acids. This means, that it is necessary to use complex iron salts during the iron tannage.

The necessity of using complex and therefore less strongly hydrolized salts with the other two metals is obviated because their chloride solutions react more readily to alkali.

Aluminum is used, though not exclusively, in the form of the highly basic chloride, namely as Blancorol, i.e., as a non-complex salt. Chrome, however, though suitable for tanning as a chloride, is always used as sulphate, i.e., as a salt, which contains a certain proportion of sulfate radicles complexly bound, and frequently is still further modified by other, more strongly complex acid radicles (Formiato, sulfito, etc.)

In addition, nearly always, either during the manufacture or during the neutralizing of the tan liquors, as well as in the neutralizing of the chrome leather, carbonate residues appear as attached radicles to the chrome complexes. Therefore one can say that,

with chrome, complex salts are significant and technically highly interesting, but it is possible to obtain quite satisfactory tanning results even with non-complex salts, such as chrome chloride or chrome nitrate. With iron, however, it is only by a systematic research of the complex iron compounds, that a technically usable tannage was found. With iron, as experience has shown, stable complex compounds must be used.

The necessity for using complex Fe compounds with acid radicles of weak organic acids attached for tanning can be predicted from the conditions of hydrolysis of the iron salts. But the use of a phase such as, "the view point of the liquor acidity" or a catch word, such as, "hydrolysis" will in itself not be enough to help us understand the reaction of the metal salt solutions with the hide substance.

Results

From the numerous, experimental results, which can be explained solely from the hydrolysis conditions, the following results may be taken:

1. If we bring neutral (i.e. delimed and non-pickled) pelt pieces into sufficiently dilute solutions of the three metal chlorides (concentration, e.g., 10 gr. Cr/Ltr. or respectively equivalent solutions of $AlCl_3$ and $FeCl_3$; liquid ratio 1:100; basicity 0%), we should expect that the hide pieces will show an increasing acid swelling in the order Al, Cr, Fe, according to the increasing acidities of these solutions.

But, this is not the case; rather the so treated collagen pieces show a definite acid swelling only in the aluminum and iron chloride solutions, none in the chrome chloride solution. The more weakly acid aluminum chloride solution therefore effects under comparable conditions a stronger acid swelling than the more strongly acid chrome chloride solution. The same paradoxical swelling conditions are still found in low or medium basicity ranges, while with higher basicities the swelling differences of the collagen as leveled by the pickling action of the neutral salts.

In medium to higher basicity ranges, it is possible on the basis of this neutral salt effect to obtain a leather-like drying out of hide pieces, treated with Al or Fe chloride; but an after treatment of these pieces by rinsing, fat-liquoring or treatment with dye baths is not possible. During the rinsing a more or less strong acid swelling appears, which is never the case after tanning with chrome salts. The chrome tannage is a real tannage.

2. If we sprinkle on the surface of solutions of the three metal chlorides (concentration and basicities may vary within wide limits) a little dry hide powder, we observe, that only the chrome chloride solution wets the hide powder similar to water and quickly sucks it into the solution. With Al and Fe chloride solutions the wetting effect, on the contrary, is very bad; the hide powder remains on the liquid surface for many hours as a dry powder and only very slowly absorbs moisture. The wetting difficulties are the more apparent as the concentration of the solution increases.

If we desire to carry out the customary hide powder analyses according to the filter method with these solutions of the three salts, a saturation of the filter would not occur with aluminum and iron salt solutions because of their inability to thoroughly wet and penetrate the filter—not considering other difficulties which forbid such a method of analysis of mineral tannings. This variation of the wetting ability has nothing to do with the surface tension of the aqueous solution as shown against glass walls or metal surfaces; the surface tensions are the same with all three solutions.

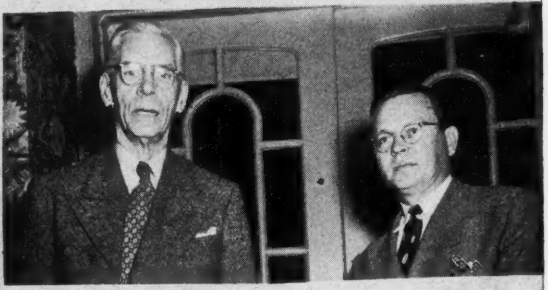
If we use for these wetting experiments an already pre-soaked, water-swelled hide powder, one obtains similar differences. The moist hide powder cakes are saturated by the chrome salt solution considerably more rapidly than by the other two solutions. The diffusion resistance of the iron salt solutions is greatest. The differences between the Al and Fe Chloride on one side and chrome chloride on the other side with regard to wetting and diffusion in hide powder, however, disappear completely, if one saturates the hide powder, before the addition to the metal salt solutions, with acid, which is best taken care of by pickling treatment.

With Aluminum Solutions

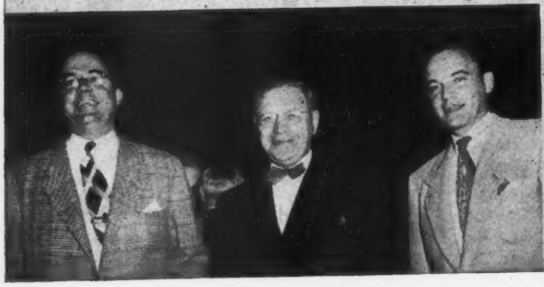
The above described experiments permit the following conclusions: namely, with aluminum as well as with iron chloride solution we obtain even in high basicity ranges tanning effects only with the help of pickling and this can be removed by rinsing; with chrome chloride, however, we obtain a real, rinsing resistant tannage. Aluminum and iron salt solutions show a definite wetting and diffusion resistance with respect to neutral hide powder; with chrome solutions, this is not the case.

(Part II of this article will appear in the June 24 issue of Leather And Shoes.)



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Economic Outlook . . .

(Continued from Page 24)

the television business. Sales in this department have improved what would otherwise be somewhat discouraging figures of department store operation, but I am told they are now dropping and are expected to drop rapidly in coming months. Certainly this market has been largely among low-income groups and on a consumer-credit basis. Beyond that it is evident that, however popular the item itself, the size of its market is severely limited by the rate at which television coverage can be provided. Certainly we cannot count upon the maintenance of the recent rate of expansion of the television business as a support for the general market of 1951.

Autos And Housing

The automobile industry has hit a peak rate of more than 170,000 units in recent weeks. This, if sustained, would mean an annual output of $8\frac{1}{2}$ million units as compared with 6.4 million units last year. This is above the maintenance or replacement rate of the automotive industry. Even if the general conditions of economic expansion being proclaimed by the Administration can be attained, there are serious questions as to the rate at which our streets and highways as well as our income and credit facilities can absorb additional numbers of automobiles now that wartime shortages have been made up and registrations have reached so high a level.

Third, and largest of all, has been the boom in residential housing. This activity has been supported by mortgage credit on unprecedently liberal terms. Hence the public is committed to a pretty stiff rate of amortization payments on admittedly high-cost housing. But the outstanding fact in the present situation is that the momentum gained by the housing boom this spring has forced costs back up by an amount at least as great as the moderate reductions which were achieved last year. Furthermore, it now appears that the demand for materials is bringing a sky-rocketing of prices of lumber and other items, which is putting a squeeze on builders as well as a burden on prospective buyers in the remaining portion of this year. Prudent men may well pause to consider how strong a prop the housing market is for continuation of the present level of prosperity beyond or even to the end of 1950.

Not Pessimistic

I certainly do not want what I have been saying to be interpreted as a prediction of an early business bust and recession. I have simply been raising some questions which any thoughtful citizen or businessman could reasonably be expected to raise in trying to appraise the general business situation within which his own personal or company operations will have to be carried on. I am suggesting that there are certain points at which the prosperity which we have been currently enjoying may be sapping the strength of the future market. If this level of prosperity is to be continued, we must consider carefully and in time the other sources from which it may be strengthened.

Our general economic outlook is determined not merely by what private spenders, wage earners, and business investors do but also by the overall income and disbursement, taxation and spending operations of the government. Here I feel that the outlook is not such as to bolster or correct difficulties in the private sector but to exaggerate or complicate our problem of trying to attain stabilized conditions of prosperity.

Financial Housekeeping

Everybody will agree that the prime responsibility of government is to maintain a sound currency, and this means a solvent fiscal situation. Solvency is commonly stated as a "balanced budget."

Public housekeeping isn't basically different from company housekeeping or from family housekeeping. All prudent men operate on essentially the same principle. Business in this country has habitually gone into debt. It has pushed the country forward because it went into debt when there were special needs of expansion to be met or when there were special emergencies that had to be coped with. But when reputable businessmen go into debt, they do so with a financial plan which is designed to see them through. They do not say, "Go on spending because it is nice to have a finer office or a bigger plant than the other fellow, and be unconcerned if it leads to bankruptcy."

With that thought in mind, let's look at the practice of public housekeeping in this country at the present time. We went into the war with a debt of 43 billion dollars. We came out with a debt of 258 billion dollars. It was even higher than that on the books, and the Administration claims credit for having reduced it by 26 billion dollars, but some 19 billion dollars of that operation merely

amounted to returning the overpayment of the last war loan.

It was to the credit of Mr. Truman that he stemmed this spending immediately by rescinding the expenditure authorization. I don't doubt for a minute that the people in the various spending agencies would have gone blithely ahead and spent it all if he hadn't done that. So let's give him a hand on that action. As a result, the national debt stood at about 258 billion dollars in 1946.

We then went into an easy and inflationary period of prosperity. We were pretty soft on ourselves. We may take a little credit that in those years we had some Treasury surplus, but it wasn't any monument of virtue that, through those years of inflationary prosperity, we had an actual Treasury surplus of only seven billion dollars by the end of 1948 or early 1949.

Boom And Debt

Debt retirement at such a point has two purposes. One is to ease the debt burden of further service charges; two is to damp off the inflationary boom. But when it came to June 30, 1949, Secretary Snyder had sorrowfully to report to the country that, in fiscal 1949, the country had, in the culminating year of a postwar inflationary boom, incurred a deficit of 1.8 billion.

And what did we do? We proceed to pass a budget for this current year, that we are now working under, which promises the country another deficit of 5.5 billion dollars. I say "promises" advisedly. And for the next year I would use the same word because for fiscal 1951, the budget figures which are now before the Congress estimate 5.1 billion dollars of additional deficit. In other words, more than 10.5 billions of new debt in those two years on the assumption that we are going ahead on a plateau of high prosperity.

I described that kind of national policy in an address last fall as "slipping into deficits as a way of life." It is simply failing to face the realities, not recognizing that if we are going to keep out of inflation, if we are going to keep the country on a solid basis, we have got to get back into the black and do it now. I am not at all sure that the deficits under those plans will actually hold to the estimate figures. But suppose they do? What would you have on June 30 next year? A 7.3 billion dollar deficit.

You would have wiped out all the savings of the inflationary postwar period, and again have the national debt on the march towards higher

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Dangerous Economics

This is a situation which undermines the solvency of our economy within which you have to do business, within which businessmen have to make their investment plans, which are the basis of your construction operation. That in my judgment is a very dangerous situation.

It is defended by the Administration, and I am called an old "fuddy duddy" for taking the position I do. They say I don't know the new economics, that it is sound to do these things, that this is stimulative and constructive. It is sound economics according to the new school. I think it is simply flirting with inflation, and to assume that we can have "managed inflation" or that such an inflationary process can be "contained" is, I think, taking a risk way beyond what the trusteees of the American economy are justified in taking, in view of the stakes, which we all know are very high in the present world situation. The prosperity, the soundness of this country and its economic leadership are the only things left to buttress a free world.

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The Outlook For The Hide Industry*

By

Maxwell Field, Executive Vice-President

New England Shoe & Leather Assn.

HIDES have only one primary use —as a raw material in the manufacture of leathers. Of course, hides can also be sold to producers in the glue and gelatine industry, but only at prices about one-tenth those prevailing in the tanning trade.

Hides are a by-product of the cattle and meat industries. Your purchase prices are determined by factors over which you have very little control, and your volume of sales—and indirectly, therefore, your profits—are dependent on the prosperity of the tanners. What happens therefore, in the leather industry —as well as in the shoe trade—in the future, is of vital concern to each of you.

Lower Prices, Higher Quality

The importance of keeping the hide price level low is just as vital to you hide dealers as it is to the end user—the shoe manufacturers. Dealers can do much to increase the yield from hides by insisting on better take-off and cure. Everyone knows that better grade hides yield more leather. This is another important step in presenting to the consumer greater values by preventing economic losses due to poor quality hides and skins.

How to improve quality in hide take-off, in proper buying policies, shrinkage in transit—your own experts have been advising you how to best do this job. Jack Weiller recommended recently to the members of the Iowa State Locker Association that they sell their hides only where quality is recognized. Lewis Jackson has long been waging an educational campaign through the Tanners' Hide Bureau to improve the quality of hides in an effort to increase the final yield from leather. Finally, your own Hide Association deserves the acclaim of the entire industry for its program to improve the quality of hides and skins, to the profit of its members and the gain of both the leather and shoe trades.

*Talk before National Hide Assn., Boston, May 22.

MAXWELL FIELD

Trends

The major trends in 1950 for hides, leathers and shoes have already been forecast by leading economists as follows:

1. Hide slaughter is expected to be slightly higher than last year—by 2.5 percent for cattle hides, and 3 percent for calf and kip skins. A continued decline in slaughter of sheepskins is expected. Imports this year will be materially higher than in any post-war year, and exports should be lower. The net increase in available supplies will be substantial. This premise accounts for the forecast of a trend to lower prices for cattle hides. Current high prices for calf skins can be maintained only as demand continues to exceed supply.

2. The leather industry has been beset by several major crises during the post-war period, with the result that it has fared poorer than most other American industries. A downward rate of output in the past several years has been accompanied by lower profit margins—and the liquidation of several long-established companies, a trend which I fear has not yet been halted. In 1949 eight leading tanners reported a decline of 80 percent in net profits from the preceding year—with the two largest companies reporting deficits—and earnings were equal to only one percent of sales—the second lowest earnings

ratio of any trade in the country. Profits in 1948 for 6 tanners were actually 43 percent below 1947.

Causes of Declines

You are all familiar with the causes for this trend. Let's reconsider them once more, though, to see if there isn't a cure—a solution to the ills of the tanners—your best customers.

First, there has been the rise in use of leather substitutes by both shoe manufacturers, luggage, handbag and upholstery producers. Inasmuch as 85 percent of all leather produced is sold to shoe manufacturers, and I represent and am familiar only with this group of leather consumers, I shall confine these observations to shoes.

The extent of substitutes for leather in shoe manufacturing is quickly revealed by government statistics. The percentage of leather soles on all shoes declined from 71.3 percent in December 1946 to 54.7 percent in December 1949, and this trend has not been halted. This decline is comparable on men's shoes, with a drop from 71.2 to 56.0 percent, and in women's footwear there was a ratio decline of 28 percent in this same period. Plastic and rubber composition soles have accounted for virtually all this substitution. Fabrics continue to replace upper leathers, and this trend has been gaining momentum. Thus, there has been a gain of 34 percent in the case of shoes made with non-leather uppers from 1947 through 1949.

Just so long as synthetics can be procured at prices *less* than the cost of leathers with superior—or even equal—wearing or other qualities, shoe manufacturers can be expected to buy them. This practice is in accordance with economic law. The only way to reverse this trend is to lower the price of leathers—and indirectly therefore of hides—and/or to so improve the wearing and other qualities of leathers as to re-establish it to its former levels of demand.

Many companies, we know, are attempting to improve the wearing qualities of their leathers. The public has been wooed by the Tanners' Council that leather breathes, and is more healthful, that leather is most comfortable, that nothing takes the place of leather. This is good trade promotion and necessary too in the face of multi-million dollar advertising campaigns of the plastic, rubber and fabric companies. But is it enough to win this battle for leather over synthetics? The decision will in large measure determine the fu-

ture volume of business—and profits—of the hide industry.

Research

The United States Government is actively participating in this struggle of leather versus synthetics. The National Bureau of Standards only recently announced a new method to make leather soles more durable and longer wearing by impregnation in a solution of natural rubber. Inasmuch as low grade belly soles become water-resistant and wearing qualities are improved, this process also makes possible lower leather prices for more favorable competition with synthetic soles. To forestall future questions, let me state at once that leather soles remain leather soles after they have been strengthened by a rubber—or any chemical—solution. The term synthetics as used in our trade refers to products which have no trace of animal hides or leathers in them.

Another government agency, on the other hand, the Army Quartermaster Department's Research and Development Branch in Washington, has long been conducting tests to discover materials as a substitute for certain leather items now used in military footwear, as well as all other equipment. Because leather absorbs water, for example, the Army's new shoe pacs are now made entirely of rubber. In similar fashion, Arctic footwear is made of fabrics, wool felt and rubber, with no leather at all.

Another cause for the difficulties of the leather industry in recent years in the Administration's Foreign Trade program. During the past three years, our government offered concessions and lowered its tariff duties on leathers under the Reciprocal Trade Agreements program. At the same time, foreign countries imposed embargoes and other discriminatory barriers to trade in hides, skins and leathers; subsidized or nationalized their own industries; manipulated their currency and exchange regulations—all at the expense of our domestic industry.

Other causes lie within the tanning industry itself. Lack of time does not permit me to go into detail now.

Outlook

3. The shoe industry's outlook for 1950 is a good one, in our opinion, with output expected to exceed the 455 million pairs produced last year. Production during the first quarter of this year was 5 percent ahead. Retail sales, although approximately 5

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U. S. Foreign Trade . . .

(Continued from Page 26)

so powerful that the other countries cannot either compete against us in foreign markets or import into the United States. I cannot accept this abused meaning of the dollar shortage because how would one otherwise explain England's trade with backward countries in former times and even at present?

Still another meaning attached to the "dollar shortage" is the following: The European countries are supposed not to be able to obtain by exports the dollars they need to buy goods which presumedly they can buy only in the United States. This may be true in the sense that the new dislocations created by the war would make the balancing of the international accounts of various European countries possible only at a very low standard of living. This may be particularly true because of our tariffs on many commodities which the Europeans could sell to the United States in quantities. I am inclined to think that this argument has validity in the case of Great Britain.

Remove Exchange Controls

The specific answer to the "dollar problem," as an American responsibility, is to make possible a large amount of imports into the United States, provided, however, the other countries play the game mainly by removing exchange controls and import quotas. But the "dollar problem" interpreted to mean a "dollar shortage" is mainly a problem for the foreign countries which mismanage their domestic economies and monetary and credit systems, with the result that they create balance of payments difficulties.

Before 1929, and particularly before 1914, persistent or chronic balance of payment deficits were quite rare occurrences and happened only in the case of small countries. The maintenance of international solvency was a cardinal preoccupation of all countries. Why do so many countries have persistent or chronic balance of payment deficits nowadays? There are fundamentally two reasons.

Why Financial Unbalance?

First, the European countries, with the exception probably of Belgium, are still suffering from inflationary conditions and pressures. As long as a country pursues certain domestic economic policies, which we can define as nationalistic socialism, it is bound to produce a disequilibrium which leads to balance of payments difficulties. Our own deficit spending helps to maintain this condition in the world. Most of the European countries indulge in over-investment, live beyond their means, and without much regard to their international solvency. The Marshall aid itself adds to inflationary pressures in the European countries. They have too much money and too little incentive.

The main instrument of nationalistic socialism is exchange controls. I propose a war against exchange controls which are the diabolic instrument of economic nationalism. As long as there will be exchange controls the international economy will disintegrate and we shall never get back to economic sanity.

The second fundamental reason which explains the persistency of balance of payment deficits despite all the American help, is the following: The monetary mechanisms which used to reestablish equilibrium in the international accounts have been discarded. Under the gold standard it was the movement of gold. When the gold standard was abandoned, it was the free movement of exchange rates. The absurdity of the present situation is that we are pursuing goals which are completely irreconcilable. We just can't have autonomous monetary policies (with corresponding aberrant price levels), free trade and fixed exchange rates. We can have these things together only as long as we maintain exchange controls, import quotas, and all the Schachtian paraphernalia.

Restoring Free Trade

If we wish the restoration of a well-knit world economy and nondiscriminatory multilateral trade, we should ourselves pursue the following policies, and extend help only to those countries which are willing to come back to economic sanity:

1. The United States should have domestic economic policies compatible with its international purposes and obligations. The agricultural policies, the subsidies, and even the monetary and wage policies we are pursuing domestically, are not compatible with our proffered international goals.

2. We should insist that the other countries, particularly those to which we extend help, should eliminate all controls and quotas which prevent the freedom of international trade.

3. We should insist that the countries to which we extend help should restore the free convertibility of

their currencies by eliminating exchange controls.

If we want to reestablish freedom of trade between countries we must before anything else restore an efficient monetary system, able to regulate automatically the international balance of payments of a country. The integration of Europe will become a possibility and a reality only if and when the European countries get again real currencies. If Europe had again real currencies with an adequate self-regulatory monetary mechanism of international balances, we could eradicate import quotas and even tariffs. Under such conditions this could be accomplished without any super-government or compulsion of the individual.

How can we get again a proper monetary mechanism and real currencies? To accomplish this there are three over-riding conditions: One is to have balanced budgets. The second condition is to permit the economic readjustment compatible with a sound monetary system; and third, to make possible the accumulation of adequate monetary reserves.

4. We must insist on the removal of all kinds of controls and monopolies which prevent the proper functioning of the price-mechanism in free markets. Only by the restoration of a cost-price structure, as world-wide as possible, shall we be able to restore and maintain a free world and secure a slow but constant rising standard of living through the international division of labor.

Government On Wrong Track

Let us now examine whether the recently proposed policies make possible the restoration of the free convertibility of currencies and of free multilateral trade.

First, the government is pressing the ratification of the Havana Charter of an International Trade Organization. The Havana Charter is a dangerous agreement which would prevent the expansion of international commerce. We shall not be able to restore free multilateral trade as long as the pound sterling remains inconvertible. As long as a government pursues, as an overriding objective, a so-called full employment policy by means of economic planning, it needs to control international trade by means of exchange controls and import quotas. Nationalistic socialism and free multilateral trade are incompatible for the simple reason that a socialistic country is very apt to have balance of payment difficulties due to the nature of its policies, which are usually carried on without regard to international solvency.

To realize that my reasons for calling the I.T.O. a dangerous document are not illusionary, I wish to quote a statement made on January 20th by Mr. Harold Wilson, President of the British Board of Trade:

"Basic controls, such as those of the location of industry, foreign exchange, and the volume of investment, will be maintained as permanent instruments to insure the maintenance of our position and the fulfillment of our full employment program."

It is therefore clear that the first thing we should do if we wish to restore free multilateral trade is to reject the I.T.O. Charter.

The second recommendation which has recently been put forth by the E.C.A. is a European Clearing Union. Now, the balance of payments of Europe used to be accomplished by multilateral trade. The proposed Clearing Union is to a great extent a denial of the very principles of multilateral trade which made the balancing of the accounts of the European countries possible. Without Great Britain the Clearing Union would be ineffective. If Great Britain joins the Union it will be only with so many reservations that it would still be ineffective. To a certain extent the Clearing Union is inflationary, and it will postpone the day when European currencies may become convertible against the dollar. Meanwhile the discrimination against United States goods will have to be reinforced.

I am opposed to the Clearing Union because the governments will retain exchange controls and import quotas. Furthermore, the Clearing Union will not permit the free fluctuation of exchange rates without which the reestablishment of the free convertibility of currencies will be impossible. The European Clearing Union will only increase the dislocations between Europe and the outside world, and furthermore that it may make necessary a sort of European exchange control. To obtain the integration of Europe we must abolish exchange controls and restore the free convertibility of currencies. The European Clearing Union cannot accomplish this fundamental aim. We should take advantage of the two remaining years of the Marshall Plan aid to make it possible for the European countries to secure additional monetary reserves. The main purpose of the Marshall Plan in the two remaining years should be to permit the European countries to cumulate enough monetary reserves so that the restoration of the free convertibility of currencies should become a practical possibility.

The latest proposal for the integration of Europe is the French plan for a pooling of the steel and coal resources of France and Germany. I think that this proposal has great psychological and political merits. From an economic viewpoint, however, I fail to see in it anything else than a trust—a kind of government monopoly which will decide on the investment, production and prices in these two basic industries.

I fail to see in our present foreign trade policies anything which leads to restoration of non-discriminatory multilateral trade. The integration of Europe and the restoration of a well-knit world economy can be brought about only if Europe gets first a sound monetary system based on real currencies and if we restore the proper functioning of the price mechanism. Our main and overriding objective must be presently the restoration of free convertibility of currencies without which we shall not be able to get again economic sanity in the world.

Field . . .

(Continued from Page 69)

percent lower in dollar sales thus far this year, are about even in unit pairage sales, and even slightly ahead for most mail order and chain store companies. Inventories are not excessive, despite a slow start in summer shoe sales due to poor weather. Shoe prices are expected to remain unchanged for the balance of the year, unless hide and leather prices drop more than any of us can foresee now.

The buyers' market is more strongly in effect than ever and shoes at a price and of high quality are in demand. And to meet the buyers' demands for value at a price, many manufacturers are selling shoes made with synthetic soles or non-leather uppers. However, I do not believe this volume will be any greater than for the Fall season a year ago.

New England

I should like to tell you a little about New England and our Association. The shoe industry is eighth in size among all manufacturing industries in the country—and is fourth in New England. The New England shoe industry produces approximately one-third of all shoes manufactured during a year, at a factory value close to half a billion dollars, and with a labor force of about 83,500 shoe workers. There are over 28,000 more workers employed in the leather and shoe supply fields. Massachusetts is currently in the lead as the nation's greatest shoe producing state. Our shoe factories are not migrating out of New England; in fact, several New York plants have migrated to Maine during the past year.

The New England Shoe and Leather Association is the oldest trade group in our industry, having been organized in 1869. Its primary function as a regional organization is to act in furthering the best interests of its members, in promoting New England as the nation's leading shoe producing center, in representing our industry on all government matters, and in protecting our members from unfair foreign competition. The latest example of this, as you all undoubtedly know, was the successful campaign waged this year by our Association against the importation of women's low-priced shoes made in Czechoslovakia.

Czech Shoes

The lowest priced of these shoes were being sold to shoe chains and

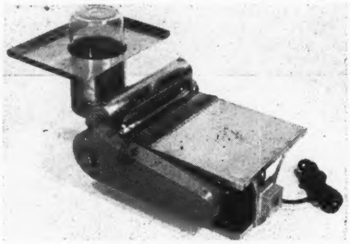
(Concluded on Page 78)

New Developments

Box Toe

A new solution type box toe material #550 designed to assure consistent, uniform production conditions regardless of weather or temperature changes is now being marketed.

The patented product consists of a double-napped flannel, impregnated with a specially-compounded, partially-condensed resin. The box toe is processed through an automatic conditioning machine containing a special solution. It is hardened through a chemical reaction and not through the evaporation of solvent, thus assuring uniform production conditions all year round.



Easy-to-operate conditioning machine used in processing a new solution type box toe material developed by the Armstrong Cork Company. The box toe is inserted above the roller, the machine saturates it, removes surplus surface solution and places it on the platform at the right to be picked up by the operator.

The box toe is water and heat-resistant and non-inflammable. It hardens in approximately twenty-four hours and is said to retain the shape of the last extremely well. The special solution which activates the resin is non-inflammable, does not evaporate readily, and is non-injurious to patent leathers, fabrics, and linings.

The box toe material is being marketed direct to shoe factories in 36″ x 36″ sheets in two gauges only — .035″ and .045″. The company's test work has indicated that because of the extra firmness and toughness of the new material the two gauges meet nearly all needs of the industry.

The solution for activating the box toe is being sold ready for use in 5-gal. containers and 55-gal. drums. The conditioning machine may be rented or purchased outright.

The material, a product of the Armstrong Cork Co., is also being distributed cut and skived to specifications through the Davis Box Toe Company, Wappingers Falls, New York.

Waterproof Shoe Protector

Intended for a choice of three uses, a waterproof stocking, foot and/or shoe protector has been invented, "to provide a new and improved shoe glove . . . that will be easy to carry around and place securely on the foot, stocking, or open-toed or latticed shoe of the user to protect against rain" and other conditions.

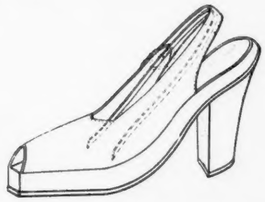
Made of either plastic or other semi-flexible transparent material, it also supplies three external ribs at toe and heel, to withstand wear and provide greater comfort. Several other

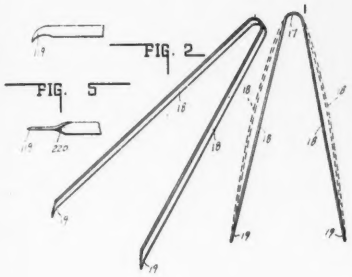
advantages are claimed, including protection of stockings in open-toed footwear, and, when worn outside the shoe, a protection against rain and snow.

Source: Wren E. Baker, Baltimore, Md.; Pat. No. 2,497,528.

Sling-Strap Support

A U-shaped strip of resilient metal, to support slingstraps of women's shoes, is a recent development. This could be utilized in the display of footwear, and might also appeal to the consumer as a means of keeping straps in position when the shoe is not worn.





Two types of anchoring ends are suggested: the one formed by a twist of the metal, the other in the form of a prong. It is claimed that when in proper position, this support bows outwardly enough to give firm support to the sling strap.

Source: Robert W. Floro, Indianapolis, Ind.; Patent No. 2,497,720.

Shoe Last

A new variation of a three-part last has recently been patented, on the basis of hinge action resulting in an automatic forward displacement of the heel part of the last, temporarily

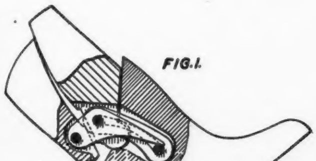


FIG. 1

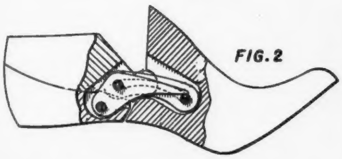


FIG. 2

(Continued on Page 86)

Field . . .

(Concluded from Page 75)

a large mail order house at $1.20 F.O.B. New York—to retail at $1.95—or about one-half the cost of an American-made shoe. We claimed that the Czech government, which has nationalized the shoe industry there, was "dumping" these shoes in our country in violation of the Anti-Dumping Act of 1921. We submitted enough evidence, including a pair of similar shoes purchased in Prague at a government price equivalent to $7.50 in American currency, that the Bureau of Customs ordered an investigation of these imports, as we had requested, and at the same time levied an additional bond, equal to 120 percent of the invoice price, on all Czechoslovakian women's shoes in customs, or which may be imported in the future. Over 422,000 pairs of these shoes had arrived during the first quarter, so you can readily see how serious was this threat, and how valuable and timely was our Association's action in protecting not only its own shoe and leather manufacturing members, but also other companies in the industry—and indirectly, the hide dealers.

Promotion

I wish to propose that the leaders in the hide, leather and shoe manufacturing industries undertake the formation of a research-promotion organization, or institute, for the purpose of conducting, or financing, over-all basic research in hides and skins, in leathers, and in footwear, and in promoting its sales to the public. It is my personal conviction that only through the establishment of such a super association, with the active and financial support of our multi-billion dollar industry, can the trend to more leather substitutes—to the increased use of plastics—be halted.

To expand the American public's consumption of shoes, in competition with all other products the public purchases, is the Number One problem of our entire industry in the future. A successful solution will require a new Leather-Shoe Institute which will undertake such major tasks as

Basic Research in Hides, Leathers and Shoes in an effort to improve each product.

Discovery of new uses for hides and leathers.

Market research and development.

Consumer education and promotion in order to increase rate of shoe consumption.

Gray . . .

(Continued from Page 22)

running for another week or two. Isn't it perfectly obvious that it is unsound for industry, under competitive bidding, to sell the Government military shoes at a price which manifestly represents a loss to the manufacturer just in order to gain a few weeks' shoe production for the individual factory, and to continue this practice for months and months?

Forecasts of Supply

I am greatly impressed by the statistical service which is maintained by the office of the Tanners' Council. It seems paradoxical that an industry with such a service at its command should be plagued by so emotional and irrational a raw materials market. This raw material, as we are constantly reminded from 100 Gold Street, is a by-product. Depending upon the food budget of the people—so much will be produced.

Surprisingly accurate forecasts of total demand are being made. Over a period we know that supply will be about so much and demand will be about so much. Yet a situation develops in which a tanner receives an order for leather at an advantageous price for which he is convinced he must have such and such a hide or skin from producer X. He is familiar with that particular hide or skin and has a sufficient margin in the one order that he is willing to pay 1c or 2c advance to get the raw material. Broker A gets the order for the raw stock, and since the buyer, not the seller, pays the commission, Broker A is subconsciously influenced to pay up rather than down. The contract is consummated at an increased price. Producer X then tells Producer Y and Broker A then tells Broker B. Thus the sale of a single car of hides starts the upward cycle. So-and-so tells so-and-so that so-and-so paid so-and-so—and away she goes. Finally the tanners realize that leather prices won't recover the increased cost and down go the hides again.

Fluctuating Prices

Another example:

A telephone strike impends. Hides are bought largely by telephone. Tanners A, B, and C are short of hides. If they can't find hides by telephone, they may have to curtail. They place buying orders. Hides advance. The next day, the threatened strike called off. However, supply is lessened, demand is satis-

fied, there is no telephone strike, and somebody in the tanning industry is short of profits.

A sale is consummated in Argentina. Prices fall. A few days later, IAPI lowers the discount on the price list for Frigorificos. Prices boom.

Prices in such a market are largely the result of the collective emotionalism of the industry. Need they be? The facts of life are available to tanners. How many use them? The economic blood pressure of the tanning industry too often is regulated by market emotionalism and too infrequently by an appraisal of the facts. Realizing fully that I am being guilty of oversimplification, it is just as true in the tanning industry as in any other, that a product which costs a dollar can't be sold for 95c at a profit.

"Pure Shoe Law"

As you all know, the company which I represent is a large tanner as well as shoe manufacturer. I was raised on the idea of "solid leather shoes." I suspect that many of you either never heard of, or do not remember, the days of the "*pure shoe law*," but that is just a reminder of how important a segment of the industry considered leather to be in shoes. Here again let's be realistic.

Our company closed a sole leather tannery last year. We are closing a leather sole cutting plant this year. I certainly get no feeling of satisfaction out of either of these incidents but other materials have *replaced leather* to this extent in our shoes. Call them substitutes if you will but they are acceptable to the consumer —they do give satisfaction in the types and price ranges where they are used and we—I am speaking as a leather man now—we might very well spend more of our time, thought and energy in the direction of better merchandising—in increasing standards of quality and value, and gaining consumer recognition of such value rather than trying to discredit something which has been accepted—rather than trying to swim against the stream.

Leather vs. Synthetics

I find two extremities of viewpoint on the matter of leather versus nonleather materials in shoe manufacturing. As in the case of most extreme viewpoints, I find neither tenable.

One holds that the future of leather in shoes, particularly as a bottoming material, is about as rosy as the fate of the horse and buggy proved to be in the field of transportation. The

other contends that synthetics will run their course and leather will return to its own. Between these two lies a viewpoint embodying realism. Each material has its own inherent values. Leather offers an appeal rooted in tradition and based on physical properties imparted by nature that probably never will be equalled by humanly devised synthesis. There is an instinctive prejudice in favor of leather and leather products which skillful merchandising and productive genius can turn into a highly valuable asset.

Synthetics, on the other hand, offer the consumer physical properties and price advantages which, under current economic environment, cannot possibly be met by leather. A half century ago aluminum was semi-precious relatively rare metal. Structural members could only be fabricated of steel. Yet today both steel and aluminum find vast markets in which to satisfy consumer wants. Steel producers today make better steel because of competition from aluminum. Aluminum producers are avidly seeking new ways of appealing to consumer demand. Each material has caused the other to become a better product.

Is it too much to ask that tanners take a cue from metallurgical history? Better plastic compositions should result in better leather. Better leather should result in better plastic compositions. It is thus that material progress writes history.

You may properly say "This all sounds very fine. But how are we to do it?" Obviously our company does not have the answer. In a competitive economy, we should be exploiting the answer to the fullest extent if we had it. On the other hand, we are actively and aggressively seeking the answers. I believe that all of us should be doing this. What are some of the questions to which answers need be found? May I suggest a few?

Improving Leather's Position

How can we make leather in less time, thus reducing inventory risks and cost? How can we improve the wear, per dollar of consumer cost? How can we enhance the aesthetic appeal of leather and leather products? How can we better adapt leather to a wide variety of end uses in the shoe field? How can we improve our methods of procurement and selection of raw materials with a view to eliminating some of the wild and completely unwarranted fluctuations in raw material markets? These

and a host of other burning questions thirst for answers.

I do not believe that the answer to the problems of our industry lie, as some believe, in advertising and promotion in the ordinary sense. Promotion is truly effective only when one has something with genuine promotional value. Our friends in the plastics field had to learn this the hard way. Inferior ersatz materials of war times still have their effect on consumer acceptance of plastics in European countries.

In our own country, the period just following the last war was a distinct setback for composition materials in shoe manufacturing in terms of consumer acceptance. It is less than three years since approximately 75% of American shoes were made with leather outsoles and yet the last figures indicate that only about 54% are now bottomed with leather. Let's admit that this very significant difference is a tribute to the awareness and ingenuity of our composition sole competitors. They recognized a lack of acceptance of their product by consumers of shoes. They rolled up their sleeves and went to work. They produced something to talk about first and then promoted. That procedure always gets results.

Profitable Operation

Let's be realistic about selling prices too. We believe the trading down has run its course, that prices have leveled off to a great extent on consumers' goods in general and shoes in particular. We must sell our product at a price which will enable us to recover our cost and something in addition for profit, but cost must be kept in line with price levels acceptable to the consumer. It is difficult to find anything in the picture to indicate the acceptability of a higher price level for our finished product—shoes—so it naturally follows that there is little in the picture to encourage thoughts of higher prices for leather.

Of course I am not naive enough to predict that prices will not go down or that they will not go up this summer or fall, but there is so much weight behind the belief that in a broad, general way prices for shoes have leveled off, that it seems to be in order to say that should higher prices for hides and leather develop, it will probably mean a further increase in the use of other materials. I am sure that all of us would prefer to not see this happen in the upper leather field to anything like the extent to which it has in sole leather.

The tanning industry has been doing a good job under very difficult and trying circumstances during the past two years. I think most tanners will agree that it has not been all easy sailing for shoe manufacturers. But we can hardly fail to observe a sense of dissatisfaction among both with the results achieved financially. Probably after last year, the tanners have a little more reason to feel that way than the shoe manufacturers. But here again, instead of indulging in hopes for higher prices to relieve the tight margin, hadn't we better widen the margin by doing a better job of cutting the cloth to fit the pattern—by getting our house in order on the volume of production which meets our present sales requirements? Leather and shoes must be made right but they must also be produced at the right cost if we are to be competitive. Maybe production can be better balanced and operations consolidated. Excessive cost must be eliminated.

Much Remains To Do

As I said, the tanning industry has been doing a good job under difficult circumstances. It has improved the quality of its product. As examples, it has done much to meet the demands for improvement in finishes and new softer types of leather, but much remains to be done. It does seem that this fine, old industry of ours should be making more progress in the way of new and better ways of doing things. It is doubtful whether the industry has devoted as much attention to research as its importance and competitive position of its product would seem to warrant.

I fully agree that leather should sell shoes. There is no question in my mind that for my own purpose, nothing has yet been developed which is as good as leather in a pair of shoes but it is not sufficient for you, for me, and others, to feel that way and to say so. We must have something more than just the bare statement to be as convincing as we must be to the new generation.

Research With Direction

Research, like any other industrial activity, must have direction if it is to be productive of results. Too often time, effort and money are spent in research which in practical terms is almost useless. Any effective research program must be preceded by a definition of objectives. Until such objectives are clearly defined, the research man is about as likely to score as the golfer whose eye is on the next green instead of on the ball.

Research all too often becomes a hodgepodge of disconnected studies unrelated to the true problems which demand solution. May I suggest that it appears to us that tanning research should be of two types: first, study of specific manufacturing problems encountered in the industry; second, and probably in the present situation, more important, a seeking after new ways and means of meeting the ever-increasing needs and desires of the consuming public, thus creating new demands for leather and leather products.

As shoe manufacturers, we recognize a duty to the consumer to anticipate his desires with footwear that will meet the variety of unfilled wants which he is constantly discovering. As tanners, we recognize a duty to the consumer to be everlastingly searching for ways and means of giving new appeals and satisfactions to leathers which we produce. As a member of the tanning-shoe-manufacturing team, we applaud the progress which our two industries have jointly made in the past, and look forward confidently to a future which we shall mark with greater achievements.

New Developments . . .

(Continued from Page 77)

shortening the last during insertion in or removal from the shoe.

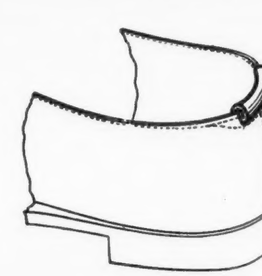
Figure 1 shows how the hinge is attached so as to govern the movement of the three sections of the last, to put the last in position for insertion or removal. The hinge and the placement of its pins make the rocking action of heel and counter parts of the last coincide with the planes of cleavage, or positions of the three parts of the last, as desired.

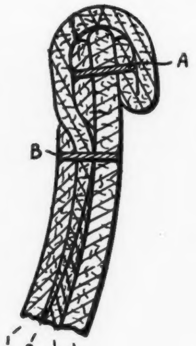
Figure 2 shows the last in its "closed" position, as in a shoe under construction.

Source: J. E. Mackay, Street, England; assignor to C. and J. Clark, Ltd., Somerset, England. Patent No. 2,497,363.

Anti-Friction Heel Tab

Intended to overcome friction at the top-line of the heel of an oxford, a friction-reducing heel-tab and a method of attaching to the shoe are recent developments. Figure 1 shows a cross-section view of the tab after insertion and attachment, revealing





the inner heel lining, the tab in place, the counter feathered at top edge, and the outer heel-leather. Stitching through the entire assembly, as suggested by the inventor, is indicated in the illustration.

Figure 2 illustrates the tab as it would appear on the finished shoe.

To attach the tab, a transverse slit is made below the upper margin of the heel's inner lining to permit the insertion of the hidden portion of the tab. When in place, sufficient tab material is exposed to turn over the top-line of the heel. Feathering the lower end of the tab allows easy insertion, and prevents extra bulk between outer leather and lining. It is noticeable that the top edge of the tab is first attached to the outer heel, then stitched, and turned over the heel's edge, before insertion in the prepared slit in the lining. This also reduces bulk in the exposed part of the tab.

Source: E. A. Giersch, Seattle. Wash.; Patent No. 2,495,929.

Sole with Detachable Upper

Straps passing through soles in the outer sole; snap fasteners to hold an insole of a soft upper to the outsole; and the choice of a wide range of upper materials for uppers are the main features of a method and style of construction recently patented.

Figure 1 indicates the appearance of such a shoe when on the foot. The disposition of snap fasteners on the inner surface of the outsole is shown in Figure 2.

FIG. 1

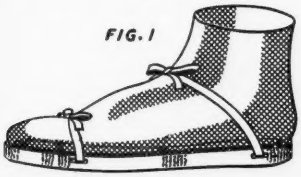
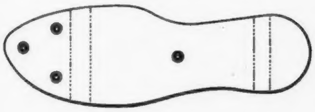


FIG. 2



The purpose of this type of footwear is to provide a combination sort of shoe with an upper in the form of an ankle-height sock, of any suitable material. The sock carries an innersole with male members of snap fasteners which engage with female members set in the outsole. Straps passing through slots of the outsole relieve extra pull on the fasteners, and also allow the sole to be worn as a barefoot sandal.

Source: Edna M. Roy, Pittsburg, Calif., Pat. No. 2,495,984.

Anti-Slip Attachment

Requiring a flanged sole and heel with a groove in the marginal edge of each, and properly spaced holes at the flange, this anti-slip device is in itself a simple lacing of a suitable strip of non-skid properties, across the bottom of the sole, and if desired, closely laced around the outer heel-edge.

Figure 1 shows side and bottom view of the grooving plan, with necessary holes or passage-ways which slant downward and inward, for the lacing. These holes do not penetrate the sole beyond the inner edge of the flange, permitting the introduction of the anti-slip lacing or strip.

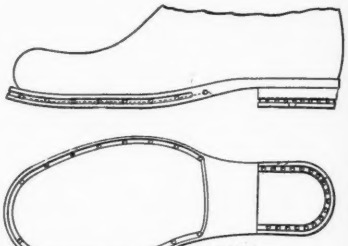


FIG. 1

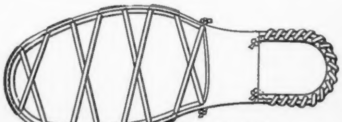


FIG. 2

Figure 2 is a view of the shoe's bottom, with the anti-slip stripping in place for use, and indicates the method by which the lacing can be guided and knotted. For indoor use of the shoes, the anti-skid element can be removed.

The inventor suggests flexible material as best suited for the anti-slip lacing.

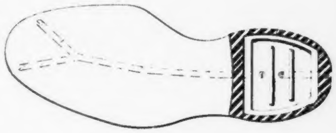
Source: Walter S. Craven, Kremmling, Colo.; Patent No. 2,494,692.

Air-Conditioned Shoe

This air-conditioned shoe is preferably adapted in Goodyear construction, owing to the space provided between the sole and insole, the bottom filler area. This construction comprises two valves, and some ducts that run from the heel to emerge under the toes.

A duct starts at the top of the back seam and continues down to the reservoir through a kind of valve, clearly shown in the bottom center of the heel. This bunch on the bottom of the heel is pressed flat in the process of walking, the flattening of the heel operating the valve.

The feature here appears in the reservoir into which the air is taken. The air at this point is rushed out through another valve to emerge into the ducts illustrated.

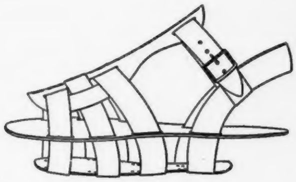


The simple and efficient construction of this unit leads one to wonder why plastic insoles, or non-porous materials may not now be used successfully—with the need for leather, whose porousness always has meant foot health, no longer essential, why not use plastics so ventilated as to give the same results—foot health?

Source: Pat. No. 2,441,879; Richard R. Gantt, San Antonio, Tex.

Improved Sandal Construction

Most sandals have the straps tacked to the top layer of the insole, only to emerge through, even though pounded over, when the walking pressure is applied. This is prevented through the use of a special inner sole illustrated, that keeps staples and tacks away from the bottom of the foot.



The sturdiness of this construction lies in the secure anchorage of the straps to a midsole. Here, locked between the insole and outsole through the medium of the Goodyear stitching, not only a safe but shape-retaining sandal is possible.

For those who wish a heavier construction for further foot comfort or for walking purposes, the midsole may be extended to the edge of the outsole, so increasing the iron thickness of the sandal edge.

Source: Pat. No. 2,468,573; J. Rimer, Marblehead, Mass.

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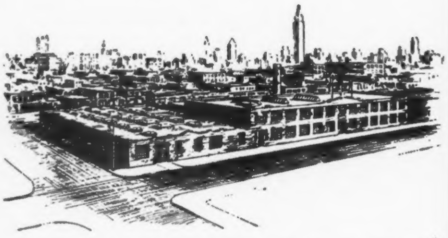

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Leather MARKETS

Market fairly active and steady with some advances noted, particularly in sole leathers. Smooth calf and sides in demand. Suedes show signs of renewed activity.

New York Markets

Side Upper Leather: Reports from this area mixed as some leather houses do a fair business while others report conditions slow. Prices on large spread corrected grain, the main seller, are firm with some lists unchanged but firmly held while others are up 1-2c per foot. Prices range 44-46c and down to around 38-40c for the "D" grade.

While formerly trading was below the 38-40c prices, tanners are now holding firm at lists or advances and some reporting getting business. Others, however, report they still have price pressure with buyers looking for leather at 35-36c per foot. The trade, in general, is optimistic as to the future and looks forward to a better demand for leather in June.

Calfskins: Demand for women's weight suede calf improved over the past week or so with a better footage moved. Prices start at $1.15 per foot and down but the volume demand is in the 90's and up to a $1.00. Women's grain calf also doing fair with the volume somewhere between 75-85c per foot as to grade, tannage, etc.

Kid Leather: Tanners report that inquiry for suede kid, mostly black, has picked up and that they are obtaining better prices now. Several weeks ago shoe manufacturers were looking for suede kid 50c and below but now the better grade suede is receiving some attention.

Sole Leather: Some tanners report business is better while others say they see little change. Bends quoted from 52c up to 66c as to weight with the emphasis still on the light weights. Bellies, cows and steers, are selling in this area 43-44c, heavier weights at less. Single shoulders, when light, have sold up to 55c heads off, while heavy weights are down to 50c and less. Heads on quoted 50-51c on the lights and below for heavies. Double rough shoulders still selling 65-66c for the regular tannery runs and up to 70c or more for special men's waist belt stock. Here too, heavy stock sells at lower prices.

Sole Leathers

One of the most encouraging weeks saleswise in a long time, report Boston sole leather tanners. Not only is sales volume up sharply this week but many tanners are asking advances of 1-2c and getting them. For the most part, tanners have little trouble holding close to quoted prices. Buyers show more interest, less price resistance. For time being at least, tanners seem to have taken heart as result of recent Spring Meeting, decided to stick to the prices they feel they must get. Most shoe manufac-

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	93-1.08	93-1.09	95-1.15	95-1.15
CALF (Women's)	80-1.02	80-1.02	80-1.02	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.00-1.20	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	45-65	70-1.00
KID SUEDE	70-88	70-88	45-65	70-90
PATENT (Extreme)	48-56	48-56	48-56	56-66
SHEEP (Russet Linings)	18-23	18-23	18-22	19-23
KIPS (Corrected)	57-61	57-61	53-59	57-61
EXTREMES (Corrected)	45-53	45-53	46-53	48-53
WORK ELK (Corrected)	44-54	44-54	44-49	52-56
SOLE (Light Bends)	64-67	64-66	61-63	68-72
BELLIES	39-44	37-42	32-35	44-48
SHOULDERS (Dble. Rgh.)	60-70	58-68	49-54	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-23	20-23	20-23	22-24
SPLITS (Gussets)	17-20	17-20	18-19	19-20
WELTING (1/2 x 1/8)	8¾-9	8¾-9	8¼	9½-10
LIGHT NATIVE COWS	25-26½	23½-25½	25-26½	29½

All prices quoted are the range on best selection of standard tannages using quality rawstock.

turers realize that tanners cannot afford to sell leathers below these prices. Light bends active up to 67c, mediums moving well up to 58c and heavy bends bring up to 52c. Above 10 iron, sales are a little slower.

Light Bends: 64-67c
Medium Bends: 52-58c
Heavy Bends: 45-52c

Philadelphia sole leather tanners report business continues quiet in repair leathers and no change for the better is anticipated. Factory leathers also slow because of the approaching summer season. No price changes quoted in either factory or finding bends. Bellies scarce, and the demand has died down. However, when sold they remain at their former price level. There is still a real demand for heads which are also very scarce and which sell at firm prices.

Sole Leather Offal

A heartening week for some sole leather offal tanners in Boston. Sales are generally more active with prices firm to stronger. Advances not yet general as some tanners report their buyers well supplied at the moment. However, most concede bellies are moving at 1-2c higher than last week. This means that light bellies bring up to 43-44c while heavies are fairly active at 39-41c. Whether the Fall buying season has begun in earnest is still a question but shoe manufacturers show more interest this week. One thing is certain: buying must begin very shortly and there is little time to wait for lower prices, which appear highly unlikely. Single shoulders with heads on in demand; lights sell up to 51c, heavies at 43c. Double rough shoulders also active. Some tanners ask 1-2c higher and report sales. Others await developments. Heads and shanks steady, unchanged.

Bellies: Steers: 39-41c; Cows 42-44c
Single shoulders, heads on: Light, 46-52c; Heavy 40-43c
Double rough shoulders: 64-70c
Heads: 22-24c
Fore Shanks: 30-33c
Hind Shanks: 32-35c

Calf Leathers

Calf leather still active at steady prices, according to Boston tanners. Shoe manufacturers are placing better orders and paying prices close to quotation. Heavyweight smooth calf the best seller at 85c and up. Top selections bring up to $1.08 but these move in limited quantity. Women's weights also in good demand. Volume sells at 70c and up in better grades. A good deal is sold below this. Calf suede brings more interest. Volume sales made at 85c and up.

Men's weights: B 93-1.08; C 88-1.03; D 78-97; X 73-87; XX 69c.

Women's weights: B 89-1.02; C 83-93; D 76-88; X 66-82; XX 51-66c.

Suede: 1.10-1.20; 1.03-1.10; 90-93c.

Kid Leathers

Philadelphia kid leather tanners report business continued to move at a slow pace. Explanations are varied. However, it is not actually a between-season lag as, usually by this time, Fall production is starting and there is quite a bit of activity. This year there is limited activity, even for the Fall business. Shoe sales are lagging and this reflects on the tanners.

There is talk that in general shoe prices will be raised, but tanners are sure that they can't get a corresponding increase since they are having difficulty in maintaining their current list prices.

Some sales now being made in suede and glazed in black, less in brown and very few sales in blue and green. They are made at the middle price levels in both suede and glazed, although the list prices remain at the ranges quoted for the past few weeks.

It is very surprising, but this year the Fall color picture seems to be quite different from the past few years. There are not even any inquiries for the usual dark red shades, and there is an extremely small amount of business in dark blues and greens. Even browns aren't selling in quantity. Black seems to be the only shade in demand in both suede and glazed. White is now definitely over for the season.

Slipper considered pretty good. The permanent slipper accounts and the cowboy boot manufacturers buy this type of leather throughout the year and right now sales are starting for the Christmas slipper manufacturing. Brown sells well and a variety of colors are starting to sell. Prices still run from 30c-63c.

Linings improved; high grade shoe manufacturers have found they must use kid linings. Although this type of leather doesn't show too much profit, right now the situation is not too bad. Prices are firm. Nothing new seems to be happening in crushed. The recent manifestation of interest hasn't developed into anything real, and firms who do not ordinarily deal in this are not getting into production, as some had anticipated earlier. Nothing new on satin mats.

Suede: 35c-93c
Linings: 26c-50c
Glazed: 30c-$1.05; $1.10
Crushed: 30c-75c
Slipper: 30c-63c
Satin mats: 50c-$1.15

Sheep Leathers

Boston sheep leather tanners find this a rather slow week. Most say slowdown a seasonal proposition with sales generally low at this period. Pickup not expected before the middle of June with volume not due until late June or early July. Meantime, rawskin situation prevents any weakening in prices along the line. As a result, quotations unchanged from recent weeks. Russets, colored vegetable and chrome linings are consequently slow with tanners concen-

trating on filling old orders. Not much activity otherwise.

Russet linings: 23, 21, 19, 17, 13c

Colored vegetable linings: 22, 20, 18, 16, 14c

Hat sweat: 27, 25, 23, 21c

Chrome linings: 26, 24, 22c

Garment grains: 26, 24, 22, 20c

Garment suede: 27, 25, 23, 21c

Side Leathers

Boston side leather tanners report an active sales week. Some tanners are asking 1-2c higher on many selections. Shoe manufacturers, now active in the market, show more inclination to order at quoted prices. Whether orders will continue on this active basis for some time is another story. Most types of sides find ready market, especially in the better grades. Low grades do well also. Medium grades a bit slower. Lighter weight aniline types still best seller. Regular finish kips and extremes in good demand. Work elk fair.

Heavy Aniline Extremes: B 53-56; C 51-54; 45-47c

Corrected Kips: B 53-61; C 51-59; D 49-57, X 43-50c

Corrected Extremes: 45-53; 43-49; 41-47; 38-44c

Corrected Large: 40-45; 38-42; 36-40; 33-37c

Work Elk: 44-54; 42-46; 40-44; 38-42c

Welting

With entire sole and offal market stronger, shoulders advanced this week and welting necessarily firmed. Makers of regular Goodyear welting ask 9c, sometimes take 8¾c. Volume limited but growing. Specialty welting continues in wide demand at firm prices. Synthetic welting holds its market in the stitchdown and cheaper welt field.

Splits

Splits sales continue somewhat slow in most selections with no sign of any sales upswing in Boston. Some tanners report a few good sales; others say situation spotty. Tanners can do little now but await demand which should come. Prices remain steady for most part. Fair sales reported on retan work shoe splits at 28c and down. Best demand reported for ruffie type heavy suede splits, generally at 46c and down. Light suede still slow. Retan sole only fair as are finished linings and gussets.

Light suede: 36-41; 34-39; 32-36

Heavy suede: 43-46; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 18-20; 20-22; 22-23c

Gussets: 17-20c

Blue splits: Heavy, 14-15c; Light, 12½-13½c

Pickled: Heavy, 13½-14c; Light, 12-12½c

Glove Leathers

Some glove buyers in this market last week but no sales reported. Ladies' gloves are totally neglected and since this is the backbone of the glove business, conditions remain bad.

Some demand for pigskins in all weights. Manufacturers are cutting stock and this is the safest leather to use. Number one grade still commands 90c per foot. Number two grade about 80c and a package grade at 75c. Number fours, fives and sixes can be bought from 45c down to 25c per foot depending on the quality of each lot.

Buyers seem interested in suedes although no definite business has been placed. Considerable sampling being done in high colored suedes for men's gloves. Wine, dark green and navy seem to be the most popular.

Belting Leathers

Belting leather tanners report in Philadelphia that there is a shortage of stock, particularly in the lighter weights, that will continue for a while longer. Although there isn't any great activity in belting, tanners still could sell more stock if they had it—in every weight. Prices remain as quoted for the past several weeks. Shoulders selling at small but steady pace. Since they have so many uses, there is some demand almost always. At present, both welting and waist belting manufacturers are interested. Prices remain firm.

Curriers report that business is just about the same as it was the previous week—fair activity and unchanged prices.

AVERAGE BELTING PRICES

No. 1 Ex. heavy	96c
No. 1 Ex. light	1.01
No. 2 Ex. heavy	92c
No. 2 Ex. light	94-97c
No. 3 Ex. heavy	88c
No. 3 Ex. light	92-93c

RANGE OF CURRIED PRICES

Curried Belting	Best Selec.	2nd	3rd
Bend Butts	1.18-1.30	1.14-1.25	1.08-1.10
Centers 12"	1.46-1.60	1.42-1.54	1.15-1.24
Centers 24"	1.38-1.58	1.34-1.52	1.15-1.16
Centers 28"-30"	1.31-1.53	1.27-1.50	1.04-1.15
Wide sides	1.08-1.25	1.05-1.19	.98-1.00
Narrow sides	1.03-1.10	1.00-1.04	.95- .98

(Premiums to be added: X-light plus 5c-12c; light plus 5c-10c; X-heavy plus 8c-10c.)

Bag, Case and Strap

An abrupt change noted from just a week ago. Those tanners producing shoe leather and bag, case and strap leathers have announced a 1 to 2c advance on shoe leather and have indicated that advances on the latter selections are "imminent."

This is exactly opposite to the position of the market just a week ago, when tanners frankly admitted that demand for bag, case and strap leathers was poor and that slight concessions were being made.

In addition to the prospect of higher prices, tanners also pointed out that the demand situation has shown a marked improvement. This fact, plus the climbing raw stock prices, are the two major factors for the sharp change in this market. The following quotations are based on last trading levels, with some tanners already putting out "feeler" for slightly higher prices.

2 ounce case	44, 41, 38c
2½ ounce case	47, 44, 41c
3½ ounce strap	55, 52, 49c
4 ounce strap	58, 55, 52c
5 ounce strap	62, 59, 56c

Garment Leathers

Difficult to depict the true situation in either suede or grain garment leathers at the moment. Fall production of leather garments has still several weeks to get under way, which has resulted in somewhat of a poor leather demand at the moment. Garment manufacturing salesmen are now on the road with their Fall samples, with only a trickle of leather being currently booked by the manufacturers.

Some tanners have pointed out that garment wholesalers and retailers continue their "cry" of needing cheaper articles to sell. This situation is tending to lead towards an increase in the sale of fabric jackets and other outer garments. In other words, the buying public's dollar is becoming more and more difficult to obtain towards leather garments when compared with the price of a garment made from cloth. Just how much this will affect leather business for the coming Fall production cannot be anticipated at the present time.

Meanwhile, the continued strength in raw stock markets is holding both suede and grain garment leathers at firm levels. Suede garment leather is selling at a satisfactory rate at 28c for the top grade. Grain garment leathers are priced from 29, 27 and 25c, depending upon quality.

The horsehide leather market is steady and unchanged. Around 36c is still pegged as the average price, with better grades listed up to 39 and 40c.

Suede garment	28, 26, 25c
Grain garment	29, 27, 25c
(High colored grain garment 2c more.)	
Average horsehide leather	36c
Very best up to	39-40c

Work Gloves

The market is slightly mixed at the moment. Some tanners reduced prices a half-cent last week on glove splits for the work glove industry, which place this selection in a range of 18½c, 17½c and 16½c for light-medium weights, No. 1, 2, and 3 grades, respectively. However, there are other tanners who still maintain a price list of 19, 18 and 17c, for these same grades and weights, and are reporting business at these prices.

Demand for glove splits is good and that production of leather is selling at a normal rate.

Prices on shoulder splits, cow bellies and horse shanks held steady and unchanged from a week ago.

Horse Shanks, 40-45 avg. ft. per doz.	21c per ft.
Horse Shanks, 50-55 avg. ft. per doz.	25c per ft.
Cow Bellies, 40-45 avg. ft. per doz.	24c per ft.
Cow Bellies, 50-55 avg. ft. per doz.	26c per ft.
Shoulder Splits, per pound:	
No. 1's	50c
No. 2's	40c
No. 3's	25-30c
Light-medium glove splits	19, 18, 17c

TANNING *Materials*

Market generally unchanged this week with activity continuing on a moderate level. Borneo cutch extract (basis 55 percent tannin) offered at 6¾c per lb. on June 1. Other tanning extracts prices remain the same.

Common and neutral degras selling at 10-12c and 21c respectively this week. No other changes reported in tanners' oils.

Raw Tanning Materials

Divi Divi, shipment, bags	$70.00
Wattle bark, ton	$67.50 for "Fair Average" and $65.00 for "Merchantable"
Sumac, 28% leaf	$72.00
30% leaf	$75.00
Myrobalans, J. 1s, $52.00-$53.00 (Crushed $76.00) J. 2s	$48.75
Valonia Cups, 30-32% guaranteed	$52.00
Valonia Beards	$78.00
Mangrove Bark, So. Am.	$65.00-$68.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	3.70
Barrels c.l.	4.38
Barrels, l.c.l.	4.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	9.60
Bags, l.c.l.	10.30
Bags, less than 100 pounds	15.00
Cutch, solid Borneo, 55% tannin, plus duty	.06¾
Gambier Extract, 25% tannin, bbls. .09½	.12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Bbls., c.l.	.05¾
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	.06¼
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	8 5/16
Solid, clar., basis 64% tannin, c.l.	.09
Liquid, basis 35% tannin, bbls.	.08
Ground extract	.16½
Wattle bark, extract, solid	.07⅛
Powdered super spruce, bags, c.l. .05¼; l.cl.	.05½
Spruce extract, tks. f.o.b. works	.01¾
Powdered valonia extract, 63% tannin	.09½

Tanners' Oils

Cod oil, Nfld., drums	.80
Castor oil No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.17
Cod, sulphonated, pure 25% moisture	.11
Cod, sulphonated, 25% added mineral	.10
Cod, sulphonated, 50% added mineral	.09
Linseed oil tks., c.l., zone 1	.169
drums, l.c.l.	191
Neatsfoot, 20° C.T.	.27½
Neatsfoot 30° C.T.	.24
Neatsfoot, 40° C.T.	.21
Neatsfoot, prime, drums	.16
Neatsfoot, sulphonated, 75%	.17
Olive, denatured, drs., gal.	1.70
Waterless Moellon	.13
Artificial Moellon, 25% moisture	.12
Chamois Moellon	.09-.11
Common degras	.10-.12
Neutral degras	.21
Sulphonated tallow, 75%	.11
Sulphonated tallow, 50%	.09¼
Sponging compound	.11¾
Split oil	.09½
Sulphonated sperm, 25% water	.16
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.11¾
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.13
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.11

HIDES and SKINS

Very little trading reported in big packer hide market. Advances reported in calfskins. Other markets quiet to moderate.

Packer Hides

There wasn't a hide sold in the Midwestern packer hide market this week up to press time. Indications were that if any business did develop, it was going to be on a very small volume basis, due principally to a very marked difference in the opinions of the market between buyers and sellers.

Of course, with the holiday intervening, the week was off to a bad start, and sellers were not anxious to make any offerings on Monday, just before going out for a day's vacation. There were but few offerings on Wednesday, following the holiday, with only one seller making any overture in this direction, asking ½ to 1c higher for the hides he offered out.

The hide futures market turned sharply higher during the week, which enabled exchange traders to do some bidding for branded steers at ½c higher than last paid. Sellers were not inclined to go along. One packer offered butts and Colorados at 19½ and 19c respectively, 1c higher than last trading.

Later:—Few small trades reported late involving 900 Big 4 St. Paul heavy cows, May salting, 24½c, up ½c, with an outside packer selling 1,400 Austin heavy cows at the same price. Also a Big 4 sold 2,800 Chicago light cows May salting at 25c, steady.

Small Packer Hides

This week, with very little done in the big packer market, buyers have been very cautious and have not been willing to indicate what they will pay until the big packer market is more clearly defined. In the meantime, the market is considered 22 to 22½c selected for good 48/50 lb. average allweight native steers and cows, FOB shipping points, with some very good quality 48 lb. average hides figured up to 23c selected, if buyers are willing to take on good quality hides at a premium. Bids are few and far between.

Ideas on 50/52 lb. averages are around 21½ to 22c selected by tanners, but up to 22½ and 23c by sellers. On the 55 lb. averages, sellers want around 22c selected, but best bids are not over 20½c selected. Other price ideas are unchanged from last week.

Country Hides

Ideas of tanners unchanged; bids around 18½ to 19c flat trimmed for 48/50 lb. average country allweight 1's and 2's, and around 18 to 18½c flat for trimmed 50/52 lb. averages. Some good locker production 48 lb. average hides might bring 19½c flat, but little business has been done on this basis recently.

Ideas for lighter hides not clearly established. Trading has been held quietly with nothing much indicated from either the buying or selling side of the market. Very heavy hides not wanted in any volume. Country bulls very slow, still quoted around 11c for good car lots, and less than 10c on small lots.

Calfskins

The calfskin market showed a sharp turn upward on light skins this week when some trading late last week and early this week established the Northern production skins at 62½c for heavies, up 1½c, and 66c for lights, up 5c. Riverpoint skins established at 61c for heavies, up 1½c, and 63½c for lights, up 4c, FOB basis, or ½c higher than these figures for Chicago basis prices. Some small plant skins sold at higher prices, one packer selling a collection of Peoria, Lexington and Indianapolis skins at 62c for

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native Steers	21 -25	21 -25	19 -23	22
Ex. Light native steers	29	29	27½	29
Light native cows	25 -26½	25 -26½	23½-25½	25 -26½
Heavy native cows	23½-24½	23½-24	21½-22½	22 -24½
Native bulls	15½-16	15½-16	16	16½-17
Heavy Texas steers	18½N	18½N	17½N	19
Light Texas steers	23½N	23½	20½N	21
Ex. light Texas steers	26½N	26½	23½N	29
Butt branded steers	18½N	18½	17½N	18½-19
Colorado steers	18N	18	17N	18¼
Branded cows	23 -23½	23	21 -21½N	20
Branded bulls	14½-15	14½-15	15	15½-16
Packer calfskins	62½-66	61 -62½	61 -61½	55 -65
Chicago city calfskins	40 -45	40 -42	42 -45N	40 -45
Packer kipskins	46B -50A	46	46	47

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close June 1	Close May 25	High For Week	Low For Week	Net Change
June	20.40B	19.40T	20.55	19.30	+100
September	20.59T	19.47B	20.75	19.47	+112
December	20.65B	19.58T	20.75	19.52	+107
March	22.20B	19.18B	....	....	+302
July	23.30B	22.30B	23.40	23.40	+100
October	22.75N	21.75N	....	....	+100
January	22.45N	21.45N	....	....	+100
April	22.15N	21.15N	....	....	+100

Total Sales: 284 lots

heavies and 65c for lights, about 1c higher for heavies and 4c higher for lights.

However, the advances in the smaller plant skins do not determine the market for Northern production. With this business, small packers were inclined to raise their asking prices, some boosting their ideas as much as 5c on an allweight basis, but finding considerable resistance. The total trading by Big Four packers since last writing amounts to about 45,000 skins.

On the outside, sellers were inclined to think about 55 to 60c for small packer skins of good quality, and 45 to 50c for good city production. Country sellers were of a 35c mind, but tanners were still bidding around 28 to 30c, some going to 31c on some very good quality skins. New York trimmed skins were quiet, but expectations were that business would be higher on next trading due to the Midwestern changes.

New York trimmed packer calfskins quotable around $3.00 for 3 to 4's, $3.75 for 4 to 5's, $4.50 for 5 to 7's, $5.50 for 7 to 9's, and $8.15 for 9 to 12's. New York trimmed collector calfskins are figured at $2.90 for 3 to 4's, $3.50 for 4 to 5's, $4.30 for 5 to 7's, $4.80 for 7 to 9's and $6.50 for 9 to 12's.

Kipskins

Packer kipskins offered out at 50c, but best bids are 46c basis Northern and River mixed skins. Two sellers should have about 6,000 to 7,000 skins available within a short time.

Mixed opinion in the outside markets. Some small packers have wanted 40c for their good quality skins, but best ideas from tanners are still around 35 to 36c. Country kip quotable at 26 to 27c, but sellers want 30c.

New York trimmed packer kipskins quoted at $9.40 for 12 to 17's, and $10.00 for 17's and up. Collector skins are quoted at $7.90 for 12 to 17's and $8.50 for 17's and up.

Horsehides

Good horsehides quiet. Butts salable when available, but with the demand for fronts so poor, there is not too much cutting going on. Whole trimmed hides still holding around $10.25 to $10.50 for hides around 60 lbs., and up to $10.75 and $11 for 70 lb. hides. Fronts very quiet at $7.25 to $7.50 for good No. 1 Northerns with butts, basis 22 inches and up, figured around $3.50 to $4, according to quality, FOB shipping points.

Sheep Pelts

A few cars of big packer shearlings, prices of $3.00 for No. 1's, $2.20 for No. 2's, and $1.80 for No. 3's realized this week. Some No. 3's sold recently down to $1.75. There have been indications of small packer business in the shearling market at prices about 50 to 60c lower than the above quotations. Demand is not particularly strong for small packer shearlings, particularly at the asking prices.

Spring lambs in the California area are pretty well done over for the season and the runs should be starting pretty soon in the Midwestern section. Just what the Midwestern spring lambs will bring is hard to say. Pickled skins unchanged at $11 per dozen, depending upon quality, although some new lambs have been quoted higher.

Goatskins

Goatskin traders show more optimism. Better suede business has stepped up inquiries for skins used in suede production.

Indian 1200 lb. amritsars offered at $10.50 to $11.00 per dozen c&f. as to shipper with Pakistan skins at $11.25 to $11.50. Last confirmed business reported at $10.50. Southern India goatskins held at $11.00 to $11.50 for 1.70/1.80 lb. skins as to shipper. Bati goatskins move better with some genuine Batis sold at $14.50 for shipment. For spot, genuine Batis sold at $15.00. Addis-abebbes, berberahs and Hodeidahs firm at origin, offerings limited.

Good quantity of mombassas reported offered on spot. Red Kanos goatskins sold recently at $1.21 per lb. c&f. basis primes, with other sales reported at $1.18 to $1.19 and some shippers asking up to $1.22.

Dry Sheepskins

Local selling quarters state a very mixed and unsettled market is prevalent. That is shippers cannot understand why their agents here make such ridiculously low bids when they are able to obtain much higher prices from buyers elsewhere. It does not matter what country or what description of skins are involved, it is the same story. In view of this situation, offerings have been restricted and trading at a minimum.

While at the last Sydney, Australia auction of wool sheep, market declined slightly, this was relatively negligible compared to the steady rise for weeks past. Best merino, comeback and combing declined 1d. to 2d. while others were unchanged to 1d. lower. Lambskins were unchanged. Sellers here state that offers are small and usually at prices considerably above what pullers claim they can pay. What pullers will do for skins is difficult to say as no matter what offers are received, Australia, South America, Africa or New Zealand, the story is the same. Prices asked by shippers are so far above the ideas of buyers here that, except in isolated cases, the skins find their way to Europe and elsewhere.

The story on hair sheep is the same. While no new advices have been received from the Cape, agents here state that in view of latest developments, there is no chance of any business with American buyers. As noted, France stepped into the market, paying advances and taking glovers, Persians and woolies all at one price. Sales formerly were made on a selection.

Addis-abbeba slaughterers unchanged. No further spot sales since the trading at $11 per dozen, but shippers at origin continue to ask $13 for shipment. Brazil cabrettas also firmly held at $13.50 for regulars and $17.25 for specials. Shipper states he will not accept the bids indicated by buyers but will hold the skins as supplies are small and there is a good demand elsewhere. Other varieties are in the same position.

Shearlings very strong and further advances noted at the Cape. Latest advices say shippers want 30 pence for the ¼-½ inch and 40 pence for the ½-1½ inch skins. These prices are considerably above the ideas of buyers and there is very little chance of business developing. South American and Australian varieties are in small supply and firmly held.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Wanted

Second Hand Shoe Machinery.
Second Hand Tanning Machinery.
Singer and Landis Spare Parts.
Give full information. Address E-18, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Spraying Conveyor

WANTED TO BUY: Used spraying conveyor at least 40 feet long, in good condition.

Address F-1,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Line Wanted

RELIABLE, good representation, guaranteed excellent reputation. Representing small manufacturer, would like additional line. Territory covers all shoe factories in the East. Address F-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale

9 rolls Armour 150E and 8 rolls 180E, 10 rolls Tri-m-ite 180E, Open Coat Silicon Carbide buffing paper, 24" trimmed width x 50 yds., all DULLED. Will sell reasonably. Address Z-47, c/o Leather and Shoes, 300 W. Adams St., Chicago, Ill.

Machine for Sale

SLIGHTLY USED Peerless grommet and washer machine, 00 size grommet, Model A.

Ace Shower Curtain Co.,
920 N. Harding Ave.,
Chicago 51, Ill.
Phone: BElmont 5-3304.

Situations Wanted

Shoe and Shoe Materials Expert

Upper and sole, 39, long-experienced on complete shoe field, factory production, materials handling, retail and wholesale business etc., intelligent, languages, neat. Address Z-44, c/o L&S, 20 Vesey St., N. Y. 7.

Tanner-Supt.

SITUATION WANTED. Superintendent and tanner of side leathers. Elk, smooth, retan, waterproof, sporting goods, latigo, moccasin, California playshoe, and handbag leathers, glove, elk, etc. Now employed. Address E-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Help Wanted

Hide Receiver

WANTED: Receiver for hides. Would require to have thorough knowledge of hides for side upper leather purposes particularly, covering Big Packer, Small Packer and Country hides. Would require to have thorough knowledge of hide values with a co-relation of ideas between hide in hide cellar; hide in beam house with hair off and hide in leather. Address E-16, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Salesmen Wanted

IN NORTHEASTERN and far Western sections of the country to handle line of leather finishes for the Shoe Findings trade on a sideline commission basis. A highly quality line with good opportunities for a man with ability. Address F-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Salesman

Are you the mechanic type of salesman? Are you able to put on an actual demonstration in stitching room operations? Have you contacts with shoe factories in your area? We have a wonderful opportunity for increasing your present earning capacity. Product involves new revolutionary process of stitching. All territories open. Write Box Z-42, c/o Leather and Shoes, 300 W. Adams Street, Chicago 6, Ill.

Wanted

MAN fully experienced in the Currying and Finishing of Waist Belt Shoulders. Must know application of Lacquers, Pigments, and Aniline Dyes.

Address F-4,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Sole Leather Finisher

Aggressive organization looking for a man thoroughly experienced with all types of finishes. Write, giving details, to Box Z-48, c/o Leather and Shoes, 300 West Adams Street, Chicago 6, Illinois.

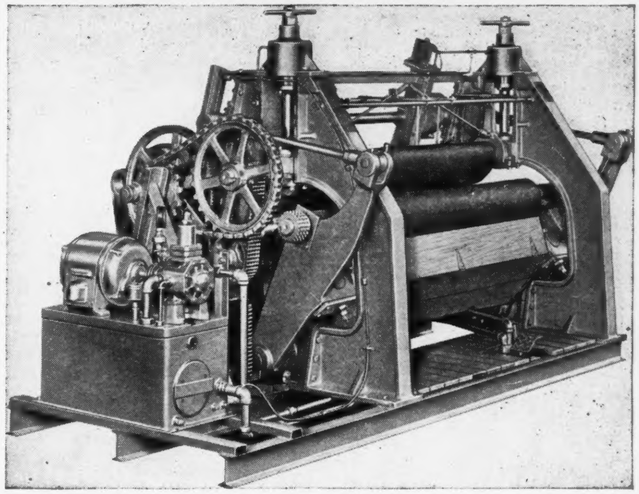
Index to ADVERTISERS

★ LEADING THE FIELD ★

NONE BETTER AVAILABLE THAN

Stehling

TANNING MACHINERY



STEHLING'S ALL HYDRAULIC COMBINATION WRINGING MACHINE

More pressure available with Stehling's New All Hydraulic Wringer. Pressure springs replaced with hydraulic pistons which exert a uniform load on pressure rolls—up to 23,000 lbs. During the closing operation no pressure is applied on these pistons and, therefore, the lower roll as it comes in contact with the upper roll does not have to overcome the pressure which formerly had been exerted continuously by the springs—thus saving on felt sleeve costs.

CHAS. H. STEHLING CO.

1303 NORTH FOURTH ST., MILWAUKEE 12, WIS.

GEORGE FROMER CO., EASTERN SALES DIVISION, PEABODY, MASS.

Export by International Division of:
ALBERT TROSTEL & SONS CO., MILWAUKEE, WIS.

Golden Anniversary Message

50 Years of Service

MANASSE-BLOCK
TANNING COMPANY
BERKELEY BERKLETAN CALIFORNIA

1300 FOURTH STREET

June 2, 1950

To My Many Friends-
in the SHOE and LEATHER BUSINESS:

As I pause for a few moments of reflection on the occasion of the Golden Anniversary of Manasse-Block Tanning Co., I think only of the many, many friends that it has been my privilege to acquire during my fifty years in the tanning business.

I want to thank all of you from the bottom of my heart for your friendship and loyalty. You have made it possible for our firm to grow and prosper. You have created our fine reputation for making high quality leather by telling others about our products.

On this day, I pledge to you the continuation of our policy of producing the finest leather possible and of fair dealing with our customers.

Sincerely yours,

ROY BLOCK
President.